



# **Study on the representativeness of business organisations for SMEs in the European Union**

Final report

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This study was carried out in the context of the framework contract ENRT/2007/040-1 for the provision of Economic Studies in support of SME Policy development and implementation. This study was conducted by partners of the International Network for SME Studies INSMES: EIM Business & Policy Research in cooperation with the European Network for Social and Economic Research ENSR. The project team of EIM Business & Policy Research in the Netherlands consisted of Jacqueline Snijders, Jennifer Telussa, Rob van der Horst, Marjolein Jonges-Vocking and Ton Kwaak.

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## Summary

In 2007, there were over 20 million enterprises in the European Union (EU-27). Only about 43,000 of these were large-scale enterprises, i.e. 0.2% of all enterprises. Hence, the vast majority of enterprises in EU-27 are small and medium-sized enterprises (SMEs). On average, an enterprise provides 6 jobs; the size varies between 2 in micro enterprises and over 1,000 in large-scale enterprises (LSEs). About two-third of all employment in the private, non-financial economy is found in SMEs. Approximately 88 million people are employed by SMEs, whereas large enterprises employ roughly 43 million people.

In the framework of their policy development, DG Enterprise and Industry of the European Commission is strengthening the dialogue and consultation with SME stakeholders. Therefore, EIM Business & Policy Research and its research partners of the International Network for SME Studies have been asked to make a review of the business organisations in the European Union, which support SMEs.

### *Objectives*

This review has 2 objectives:

- To achieve a better insight into and understanding of the structure of the SME sector in the 27 Member States, and thereby the representation of SMEs, in the EU Member States;
- To collect information enabling a strengthened dialogue with SME stakeholders in order to better implement the "Think small first principle" and the measures proposed by the "Small Business Act" for Europe.

These objectives were reached by identifying business organisations at national level and at regional level in four particular Member States namely: Belgium, Germany, Spain and the United Kingdom.

In this study, business organisations are defined as organisations that have been set up by and are representing the private business sector. In addition, this study is limited to horizontal organisations (i.e. organisations representing a certain group of enterprises across sectors). The members can be enterprises and/or organisations of enterprises (umbrella organisations).

In the study, eight categories of enterprise were distinguished:

- SMEs in general;
- Co-operatives and social economy enterprises;
- Craft enterprises;
- Women entrepreneurs;
- Ethnic minority entrepreneurs/enterprises;
- Young entrepreneurs;
- High-growth/high-tech enterprises;
- Family businesses.

The business organisations were identified by EIM in cooperation with its local research partners. The organisations were invited to participate in an Internet survey and present characteristics and activities of their organisations. Organisations that did not respond were personally contacted. In total about 700 business organisations have been identified. These organisations were further assessed

and have been included in a database to be used internally by the European Commission for communication purposes.

The key results of the analysis are presented below.

#### *General characteristics of the business organisations*

- About half of the horizontal business organisations were established after 1989. Organisations located in the old Member States are generally older than the organisations located in the new Member States. Organisations covering SMEs in general, craft enterprises and the social economy enterprises are, on average, older than the organisations covering the other categories of enterprises distinguished.
- About half of the organisations have less than 12 employees. In particular, the business organisations covering the categories of family business, social enterprises, women entrepreneurs, young entrepreneurs and entrepreneurs from ethnic minorities are small.
- The organisations perform a range of activities not only to promote the interest of their members but also support their members. This includes, among others: political lobbying, participation in fairs/exhibitions, networking, fostering cooperation and exchange of information between members, participating in business delegations, providing education and training, counselling and performing research.
- Specific fields that were mentioned in which they provide support to SMEs are: export, business transfer/take-over, starting a business, access to finance, tax policy, social security, environmental laws, health and safety laws, innovation and technology. In addition, some organisations also focus on more general issues such as reducing administrative burdens.
- About 95% of the business organisations receive their finance from membership fees. About one-third obtain additional income from selling products/services (one third of additional income) and government subsidies (two seventh of additional income). The organisations in the old Member States confirmed receiving a subsidy more often than those in the new Member States. Other sources of income are: European funds, donations, sponsoring and participation in projects.

#### *Membership/coverage*

- Organisations can have different types of members: only business organisations, only individual enterprises/entrepreneurs and both enterprises and business organisations. Approximately one out of seven has only business organisations as members. About half only have individual enterprises as members. The organisations covering family businesses, high-growth/high-tech enterprises, young entrepreneurs and women entrepreneurs more often have individual enterprises/entrepreneurs as members.
- The number of members of the organisations that only have business organisations as its members varies roughly between 4 and 200.
- The majority of horizontal business organisations have voluntary membership. Although in some cases, membership of the member organisation, for example a local chamber is compulsory. Horizontal organisations with indirect compulsory membership are on average larger.
- About three quarters of the members of the organisations are micro and small enterprises. The total number of jobs that are provided by the members of the

organisations varies enormously, from 15 to more than 10 million. Evidently, the organisations covering SMEs in general indirectly represent, on average, more jobs than those from the categories women entrepreneurs, young entrepreneurs, entrepreneurs with an ethnic background and high-growth/high-tech entrepreneurs.

#### *Consultation and promotion*

- The business organisations presented consult their members in several ways. The methods most used are consultation via the Internet (2 out of 3) and setting up advisory committees in which their members participate (2 out of 3). Half the organisations also mention the use of business panels. The organisations mainly promote the interests of their members via the website (9 out of ten), conferences (8 out of ten), direct contact with politicians (8 out of ten), press releases/campaigns (8 out of ten), newsletters (7 out of ten), position papers (6 out of ten), and magazines (5 out of ten).
- Organisations in the old Member States use position papers and magazines more than organisations in the new Member States.

#### *Involvement in policy making at national level*

- The majority of organisations (9 out of ten) indicate that they are involved in developing and/or influencing policy at regional or national level.
- The number of committees in which national organisations participate varies from 1 to more than 150. About half of the organisations participate in 1- 5 committees.
- More than a third of the organisations indicate that they participate in a standardisation committee at national level. About half of the organisations indicate that they participate in 1 to 2 standardisation committees.
- The organisations covering SMEs in general, craft enterprises and high-tech/high-growth enterprises participate more in committees than the other types of organisations.

#### *Involvement in policy making at European level*

- At European level, about half of the organisations participate in an official committee<sup>1</sup> and/or a consultation committee. One in seven participate in a standardisation committee. Similarly, as at national level, organisations covering SMEs in general and high-tech/high-growth enterprises participate relatively more than the other types of organisation.
- More than half of the organisations indicate that they have a policy advisor or a team focused on EU policy. This number is higher for the organisations located in the old Member States.
- A quarter of the organisations have a permanent office in Brussels. This share is higher among the organisations located in the old Member States. Organisations covering SMEs in general have an above average office representation in Brussels.
- A large part (5 out of 7) of the organisations is a member of a European organisation. This share is higher among organisations covering SMEs in general, social economy enterprises and young entrepreneurs.

<sup>1</sup> These committees as defined by the respondents to the questionnaire, are not necessarily advisory committees in the institutional sense.





# 1 Introduction

## 1.1 Background

Small and medium-sized enterprises (SMEs) are a major asset of the EU's economy. The EU non-financial business economy comprises for more than 20 million enterprises, over 99% of which are SMEs (i.e., having less than 250 occupied persons<sup>1</sup>). They account for over two-third of total employment in the private sector. Since SMEs play a crucial role in achieving more growth and more and better jobs in the European Union, SME policy has become a key element in the Lisbon Partnerships for Growth and Jobs.

On 25 June 2008, the 'Small Business Act' for Europe was adopted by the Commission. This act "... aims to improve the overall approach to entrepreneurship, to irreversibly anchor the "Think Small First" principle in policy making from regulation to public service, and to promote SMEs' growth by helping them tackle the remaining problems which hamper their development".

In short the Small Business Act is:

- A set of 10 principles which should guide the conception and implementation of policies both at EU and national level. This is essential to create a level playing field for SMEs throughout the EU and improve the administrative and legal environment to allow these enterprises to release their full potential to create jobs and growth;
- A package of concrete and new measures including 4 legislative proposals which translate these principles into action both at EU and Member State level;
- Designed to be adopted by the European Council to ensure the full political commitment of both the Commission and the Member States together with regular monitoring of its implementation.

According to the Small Business Act (SBA), the Commission will, among many other things "...consult stakeholders, including SME organisations for at least 8 weeks prior to making any legislative or administrative proposal that have an impact on businesses." The Commission will also invite Member States to do the same.

In 2007, the Commission presented a "Midterm Review of Modern SME Policy" (COM (2007)592 final). Regarding the action "Strengthening the dialogue and consultation with SME stakeholders", the following activities were undertaken:

<sup>1</sup> The official EU definition of SMEs is not solely dependent upon number of occupied persons. However, for statistical purposes only the number of occupied persons is used, as other criteria are not widely available across countries. For the definition see: Commission Recommendation of 6 May 2003 concerning the definition of micro, small and medium-sized enterprises (2003/361/EC): (1) The category of micro, small and medium-sized enterprises (SMEs) is made up of enterprises which employ fewer than 250 persons and which have an annual turnover not exceeding EUR 50 million, and/or an annual balance sheet total not exceeding EUR 43 million. (2) Within the SME category, a small enterprise is defined as an enterprise which employs fewer than 50 persons and whose annual turnover and/or annual balance sheet total does not exceed EUR 10 million. (3) Within the SME category, a micro enterprise is defined as an enterprise which employs fewer than 10 persons and whose annual turnover and/or annual balance sheet total does not exceed EUR 2 million.

- Regular information and discussion meetings with European business organisations were held under the chair of the SME Envoy through which the European institutions were informed at an early stage on the concerns of SMEs and by which the stakeholders were able to become an integral part of the SME policy making process.
- Several high-level stakeholder conferences were organised. The Commission also fostered a new dialogue between higher education and business organisations.
- The first European Enterprise Award was organised in 2006. In addition, the Commission launched the SME web-portal (<http://ec.europa.eu/enterprises/sme/>), which includes SME information.

In 2005, the European Commission presented to the Council, the European Parliament, the European Economic and Social Committee and the Committee of the Regions, the Communication "Modern SME Policy for growth and employment" (COM/2005/0551 final\*). One of the actions introduced in this Communication was: "Strengthening dialogue and consultation with SME stakeholders." On the one hand this action is aimed at informing SMEs in the European Union about the activities initiated by the European Commission and the opportunities created for SMEs. On the other, through this action, more opportunities for European institutions will be created to hear the voice of the SMEs and to get more insight into the needs of these enterprises. One of the specific actions to be developed is:

- Review of the Interactive Policy Making initiative<sup>1</sup> including the development of a proposal to receive feedback from SMEs on their problems with EU legislation. In this frame, the Commission has presented, in a report<sup>2</sup>, concrete proposals on how to improve the consultation mechanisms with stakeholders at national and regional level.

On behalf of DG Enterprise and Industry, Technopolis together with GHK Consulting made an evaluation of the communication links with SME stakeholders. The study had been designed to improve the way in which DG Enterprise and Industry communicates SME policy to stakeholders. The final report<sup>3</sup> was published in March 2007. The results of this study show that DG Enterprise and Industry should not in principle consider SMEs as a main target audience directly. Instead the intermediaries' organisations should be the target of DG Enterprise and Industry's communication activities. This includes organisations such as

- EICs<sup>4</sup>;
- European Business Representative organisations;
- National and regional business representative organisations.

<sup>1</sup> The objective of the Interactive Policy Making (IPM) initiative is to use modern technologies, particularly the Internet, to allow both Member State administrations and EU institutions to understand the needs of citizens and enterprises better. See [http://ec.europa.eu/yourvoice/ipm/index\\_en.htm](http://ec.europa.eu/yourvoice/ipm/index_en.htm).

<sup>2</sup> Final Report of the Expert Group: Consultation with Stakeholders in the Shaping of National and Regional Policies Affecting Small Business, Best Procedure Project, European Commission, DG Enterprise and Industry, October 2005.

<sup>3</sup> GHK Consulting and Technopolis Ltd, An Evaluation of Communication Links with SME Stakeholders, Final report for DG Enterprise and Industry, March 2007.

<sup>4</sup> Currently part of the Enterprise Europe Network.

In the context of the action "Strengthening the dialogue and consultation with SME stakeholders", DG Enterprises and Industry asked EIM Business & Policy Research and its research partners of the International Network for SME Studies to survey the business organisations in the European Union. The local research organisations that have participated in this project are listed in Annex II. This project has been carried out in the context of the framework contract ENTR/2007/040-1 for the provision of Economic Studies in support of SME Policy development and implementation.

#### *Acknowledgement*

EIM Business & Policy Research would like to thank all the regional, national and European business organisations that have participated in the project.

## 1.2 Aim of the project

In line with the policy development described, this review of the European SME business organisations has 2 objectives:

- To achieve a better insight into and understanding of the structure of the SME sector in the 27 Member States, and thereby the representation of SMEs, in the EU Member States, in particular the new Member States (EU-12);
- To collect information enabling a strengthened dialogue with SME stakeholders in order to better implement the "Think small first principle" and the measures proposed by the "Small Business Act" for Europe.

These objectives are reached by identifying SME business organisations active mainly at national level and in four particular Member States<sup>1</sup> at regional level: Belgium, Germany, Spain, and the UK. Organisations only active at European level are not covered by this study.

Detailed information on these organisations is included in a structured database to be used by the Commission for communication purposes.

#### *Definition of business organisations*

There is a large variety of SME business organisations active in the European Union such as trade and professional associations and federations, entrepreneurs' associations, representative organisations of the self-employed/sole proprietorships, "horizontal" organisations covering all sectors, organisations representing specific groups or types of enterprise such as small business, micro-business, innovative or high-tech business, women entrepreneurs etc.

In this study, we focus on horizontal business organisations active at national and in some Member States, regional level. Horizontal organisations are defined as organisations representing a certain category of enterprise across sectors. Such representation may be direct or indirect (umbrella organisations). Business organisations are described as organisations that have been set up by and that represent the private business sector. Consequently their members consist of private enterprises and/or business organisations representing private enterprises. For one of the purposes of this study - develop a tool to improve the dialogue with business organisations - the organisations should be involved in some

<sup>1</sup> These four countries were selected on the grounds of their federal structure and/or the strong role played by regions in their structure.

way in the policy making process, so not just providing services and networking. Organisations only active at European level have not been included.

In the study the following categories of entities have been distinguished:

- SMEs in general;
- Co-operatives and social economy enterprises;
- Craft enterprises;
- Women entrepreneurs;
- Ethnic minority entrepreneurs/enterprises;
- Young entrepreneurs;
- High-growth/high-tech enterprises;
- Family businesses.

In the next chapter, definitions of these categories of enterprises are presented.

For reviewing the organisations, data on the employment and the number of enterprises represented by the organisations have been collected for the following categories of enterprises only:

- SMEs in general;
- Co-operatives and social economy enterprises;
- Craft enterprises;
- Women entrepreneurs.

#### *Countries/regions covered*

In some federal or largely decentralised Member States, next to national organisations, also organisations have been identified that are active at regional level only. This holds for Germany (i.e. the 16 "Bundesländer"), in Spain (17 "Comunidades Autónomas"), Belgium (3 "Gewesten/Régions") and United Kingdom (England, Scotland, Wales, Northern Ireland). See Annex I for an overview.

### 1.3 Structure of the report

The report is structured as follows. Chapter 2 describes the structure of SMEs in the 27 Member States of the European Union. Chapter 3 provides insight in how the organisations included in the database have been selected and how the information on these organisations was collected. Chapter 4 provides an overview of the selected organisations at Member State level. Chapter 5 gives an overview of the organisations per category of enterprises distinguished. Finally, Chapter 6 presents an overall analysis of the characteristics and the involvement of organisations at national and European level. On the basis of the conclusions, recommendations are developed to strengthening the dialogue and consultation of SME stakeholders with the European Union.

More detailed information about the business organisations together with a more in-depth analysis of their representativeness are presented in a confidential annex submitted to the Commission.

## 2 Structure of the SME sector

### 2.1 Introduction

In this chapter the structure of the SME sector in the European Union is presented. The data is based on an analysis of statistical data and empirical evidence. Eurostat's Structural Business Statistics (SBS) are a major source of information. The main difference between the SBS publications and the data presented here is that the Eurostat data have been adapted with a view to presenting a more up to date and complete picture of the European SMEs.

The adapted data has been prepared for the "First Section of the Annual Report on EU Small and Medium-sized Enterprises", a report prepared by EIM Business & Policy Research for the Directorate Enterprise and Industry in the context of the Framework Contract ENRT/2007/040-1 for the provision of Economic Studies in support of SME Policy Development and Implementation. That report was submitted to the European Commission in January 2009 and published in March 2009<sup>1</sup>. The next sections have been derived from that report.

Data about other categories distinguished in this study (e.g. cooperatives, craft enterprises, women entrepreneurs) are not comparable, since they are based solely on available national definitions.

### 2.2 Number of enterprises

In 2007, there were over 20 million enterprises in the European Union (EU-27)<sup>2</sup>. Only about 43,000 of these were large-scale enterprises, i.e. 0.2% of all enterprises. Hence, the vast majority of enterprises in EU-27 are SMEs.

#### 2.2.1 *Size class dimension*

Within the group of SMEs, the vast majority of the enterprises (92%) are micro enterprises, employing fewer than 10 persons<sup>3</sup>. So, the typical European firm is a micro firm. There are about 1.4 million small enterprises, representing 7% of the total stock. About 1% of all enterprises (22,000) are medium-sized enterprises. See Table 1.

On average, an enterprise provides work and income for 6 persons; this measure of enterprise size varies between only 2 in micro enterprises and over 1,000 in large-scale enterprises (LSEs).

<sup>1</sup> See: [http://ec.europa.eu/enterprise/entrepreneurship/craft/sme\\_perf\\_review/spr\\_main\\_en.htm](http://ec.europa.eu/enterprise/entrepreneurship/craft/sme_perf_review/spr_main_en.htm)

<sup>2</sup> Differences in sectoral definitions lead to significant differences in the number of European SMEs. The 23 million SMEs mentioned in the SBA relate to non-primary private enterprise, while the numbers presented by Eurostat and in the Annual Report on EU Small and Medium-sized Enterprises have used a narrower definition excluding health and social work and other community, social and personal service activities and financial intermediation.

<sup>3</sup> In fact, roughly one half of these micro enterprises have no employees at all, i.e. they are self-employed people.

Table 1 Number of enterprises and occupied persons per enterprise, by size class, in the non-financial business economy, EU-27, 2007

<i>variable</i>	<i>micro</i>	<i>small</i>	<i>medium-sized</i>	<i>SME</i>	<i>large</i>	<i>total</i>
Number of enterprises (x 1,000)	18,788	1,402	2200	20,409	43	20,452
By percentage	92	7	1	100	0	100
Occupied persons per enterprise	2	19	100	4	1,003	6

Source: EIM on the basis of EUROSTAT.

### 2.2.2 Old versus new Member States

Table 2 highlights the position of SMEs in the old Member States (EU-15) and the new Member States (EU-12). In both regions, SMEs make up the vast majority of enterprises in non-financial business economy (and in both regions the typical enterprise is a micro enterprise). However, in EU-12, enterprises on average tend to have a somewhat lower number of occupied persons than in EU-15.

Table 2 Number of SMEs and LSEs and occupied persons per enterprise, in the non-financial business economy, EU-15 and EU-12, 2007

<i>variable</i>	<i>EU-15</i>			<i>EU-12</i>		
	<i>SMEs</i>	<i>LSEs</i>	<i>total</i>	<i>SMEs</i>	<i>LSEs</i>	<i>total</i>
Number of enterprises (x 1,000)	16,249	33	16,282	4,160	10	4,170
Occupied persons per enterprise	4	1,062	7	4	803	6

Source: EIM on the basis of EUROSTAT.

Table 3 shows the differences in the size-class pattern of enterprise development between 2002 and 2007 in EU-15 (the old Member States) and EU-12 (the new Member States). It is especially noticeable that in EU-15, the number of SMEs has increased much more than the number of LSEs. In fact, notwithstanding a better macro-economic performance of EU-12, the total number of enterprises in EU-12 grew at a slower pace than in EU-15.

Table 3 Change in the number of enterprises in the non-financial business economy EU-15 and EU-12, 2002-2007

		<i>EU-15</i>		<i>EU-12</i>	
		<i>SMEs</i>	<i>LSEs</i>	<i>SMEs</i>	<i>LSEs</i>
Number of enterprises	%	12	3	9	7

Source: EIM on the basis of EUROSTAT.

## 2.3 Employment in SMEs

### 2.3.1 Size class dimension

About two-third of employment in the private, non-financial economy is found in small and medium-sized enterprises. As can be seen in Table 4 almost 88 million people are employed by SMEs, whereas large enterprises employ almost 43 million people. Within the group of SMEs, the micro firms employ most people: almost 39 million, i.e. 30% of the total employment in the private, non-financial economy. Micro firms employ on average 2 people as can be seen in the same Table 4. So, 92% of all enterprises employ 30% of the total private labour force and are at the same time very small.

Between 2002 and 2007, the number of jobs in the EU non-financial business sector increased by 8.7 million. SMEs employment growth was 7.3 million, while employment in LSEs increased by 1.4 million. Thus, SMEs' contribution to employment growth (84%) has been much more than could be expected from their share in total employment (67%).

So, both from a static and dynamic point of view the contribution of SMEs to employment is impressive.

Table 4 Employment indicators of non-primary private enterprise, EU-27, 2007

<i>variable</i>	<i>unit</i>	<i>micro</i>	<i>small</i>	<i>medium-sized</i>	<i>SME</i>	<i>large</i>	<i>total</i>
Number of enterprises (x 1,000)	units	18,788	1,402	220	20,409	43	20,452
Number of persons employed (x 1,000)	units	38,890	27,062	21,957	87,909	42,895	130,805
Average enterprise size	occupied person/ enterprise	2	19	100	4	1.003	6
Number of enterprises	%	92	7	1	100	0	100
Number of persons employed	%	30	21	17	67	33	100

Source: EIM on the basis of EUROSTAT.

### 2.3.2 Old versus new Member States

According to Table 5, 81% of total employment in the private, non-primary sector is in the 'old' Member States, so only 19% in the 'new' Member States. About two-third of the employment can be found in SMEs in old and new Member States.

Table 5 Employment indicators of non-primary private enterprises, EU-15 and EU-12, 2007

variable	unit	EU-15			EU-12		
		SME	large	total	SME	large	total
Number of enterprises (x 1,000)	units	16,249	33	16,282	4,160	10	4,170
Number of persons employed (x 1,000)	units	71,047	35,102	106,150	16,862	7,793	24,655
Number of persons employed	percentage, region=100	67	33	100	68	32	100
Number of persons employed	percentage, EU=100	54	27	81	13	6	19
Average enterprise size	occupied person per enterprise	4	1,062	7	4	803	6

Source: EIM on the basis of EUROSTAT.

## 2.4 Data by Member State

Table 6 presents the number of enterprises (SMEs and total) and the number of jobs (in SMEs and total) for each EU Member State. The highest number of SMEs are found in Italy: 3.9 million. The six largest countries together (Italy, France, Germany, Poland, Spain and the UK) account for 13.8 million SMEs, which is 68% of all SMEs in the EU. From Table 5 it can be derived that 80% of the total number of SMEs in the EU are found in EU-15 and 20% in EU-12.

Most employment in SMEs can be found in Germany (12.6 million), Italy (12.5 million) and Spain (11.3 million jobs)<sup>1</sup>. 81% of total employment in SMEs is in EU-15 and 19% in EU-12.

<sup>1</sup> The following countries have the highest population in the EU: Germany (82.2 million), France (63.8 million), the United Kingdom (61.2 million) and Italy (59.6 million).



Table 6 Number of enterprises and employment in SMEs and all enterprises in the non-primary private sector, by Member State, 2007 (x 1,000\*)

	Number of enterprises			Number of jobs		
	total	SMEs	percentage SMEs in total	total	SMEs	percentage SMEs in total
Austria	287	286	99.7%	2,468	1,667	67.5%
Belgium	411	410	99.8%	2,478	1,652	66.7%
Bulgaria	259	258	99.7%	1,949	1,420	72.9%
Cyprus	47	47	99.7%	222	186	83.8%
Czech Republic	936	935	99.8%	3,747	2,587	69.0%
Denmark	210	209	99.7%	1,755	1,152	65.6%
Estonia	42	41	99.6%	424	333	78.5%
Finland	203	203	99.7%	1,301	768	59.0%
France	2,351	2,346	99.8%	14,561	8,898	61.1%
Germany	1,690	1,682	99.9%	20,982	12,623	60.2%
Greece	846	845	99.8%	2,575	2,100	81.6%
Hungary	563	562	99.5%	2,497	1,752	70.2%
Ireland	92	92	99.5%	1,050	701	66.8%
Italy	3,941	3,937	99.9%	15,424	12,540	81.3%
Latvia	79	79	99.7%	741	572	77.2%
Lithuania	123	122	99.6%	972	720	74.1%
Luxembourg	24	24	99.6%	224	142	63.4%
Malta	35	35	99.6%	143	94	65.7%
Netherlands	521	520	99.7%	4,916	3,309	67.3%
Poland	1,519	1,516	99.8%	8,178	5,710	69.8%
Portugal	865	864	99.9%	3,312	2,716	82.0%
Romania	430	428	99.5%	4,214	2,570	61.0%
Slovakia	44	44	98.8%	973	525	54.0%
Slovenia	94	93	99.7%	596	393	65.9%
Spain	2,747	2,744	99.9%	14,389	11,321	78.7%
Sweden	537	536	99.8%	2,696	1,704	63.2%
United Kingdom	1,558	1,551	99.6%	18,017	9,751	54.1%
Total EU	20,452	20,409	99.8%	130,805	87,909	67.2%

\* The numbers have been rounded of; for some countries the number of SMEs seems therefore to be identical to the number of enterprises.



## 3 Methodology

### 3.1 Introduction

This chapter describes how the organisations have been selected and how the information on the organisations has been collected.

### 3.2 Categories of enterprises

As described in the previous chapter the following categories of enterprise are considered in this study:

- SMEs in general;
- Co-operatives and social economy enterprises;
- Craft enterprises;
- Women entrepreneurs;
- Ethnic minority entrepreneurs/enterprises;
- Young entrepreneurs;
- High growth/high-tech enterprises;
- Family businesses.

A European definition exists only for SMEs. This definition is applied by the EU for all its programmes and policies. It has also to be applied by Member States submitting statistical information by size class of enterprises to Eurostat. This allows Eurostat to publish harmonised data by size class of enterprises. Member States are free to apply their own SME definitions in their national policies and programmes. National<sup>1</sup> business organisations representing enterprises in a certain category are applying national definitions. Therefore it was necessary to develop universal guidelines for the selection of the business organisations to be reviewed in this study.

#### *SMEs in general*

According to the European definition, SMEs are defined as "...any entity engaged in an economic activity, irrespective of its legal form. This includes, in particular, self-employed persons and family businesses engaged in craft or other activities, and partnerships or associations regularly engaged in an economic activity". Micro and small and medium-sized enterprises (SMEs) are defined as enterprises employing fewer than 250 persons and which have an annual turnover not exceeding EUR 50 million, and/or an annual balance sheet total not exceeding EUR 43 million. As explained before, national definitions may differ from these.

#### *Co-operatives and social economy enterprises*

- The social economy forms an important part of the European economy. Social economy enterprises are being created to meet changing social and economic circumstances. Most are based on voluntary participation, membership

<sup>1</sup> In Belgium, Germany, Spain and the UK, organisations which are only active at regional level are also identified.

and commitment. The social economy includes co-operatives, mutual societies, non-profit associations, foundations and social enterprises.<sup>1</sup>

### *Craft enterprises*

There is no unified definition of craft in the European Union and only in a limited number of Member States a legal definition of craft trades exists. In general, three approaches can be distinguished:

- Sector and size approach;
- Professional approach;
- Artist approach.

In the sector and size approach, craft enterprises may be defined on the basis of the sector of activity and the size of the enterprise. In the professional approach, specific professions are defined as craft activities. Finally there is the artist approach, according to which craft enterprises are enterprises operating exclusively in the artistic field.

Craft enterprises may also be characterised as follows. In craft enterprises, the owner of the enterprise plays an important role: he/she has strong personal responsibility and prefers to be financially independent. The enterprise delivers an important contribution to products and services, so products/services are often tailor-made or produced in small quantities. Therefore craft, technical and managerial competences play an important role in the enterprises and these competences are transferred via the personnel (for example through apprentice systems). There is often a close relation with the client and craft enterprises play an important role in local communities.

### *Women entrepreneurs*

There is also no unified definition of women entrepreneurs in the European Union. A woman entrepreneur may for instance be:

- a woman that owns a business;
- a woman that runs a business;
- a woman that manages a business.

The focus of this study lies with the female entrepreneur. This refers to women having set-up or taken over a business and to women running a business.

### *Ethnic minority entrepreneurs/enterprises*

In the study<sup>2</sup> 'Supporting Entrepreneurial Diversity in Europe', carried out on behalf of the European Commission, the definitions for ethnic minority entrepreneurs/enterprises in the European Union were described. Ethnic minority entrepreneurship generally refers to enterprises that are connected to a certain group of immigrants, e.g. ethnic minority workers, ethnic minority suppliers, ethnic minority clients. Immigrant entrepreneurship refers to enterprises that function in a more open economy, e.g. non-ethnic minority clients. For practical purposes ethnic minority/migrant entrepreneurship is often defined by the nationality of the

<sup>1</sup> [http://ec.europa.eu/enterprise/entrepreneurship/social\\_economy.htm](http://ec.europa.eu/enterprise/entrepreneurship/social_economy.htm)

<sup>2</sup> Supporting Entrepreneurial Diversity in Europe - Ethnic Minority Entrepreneurship/ Migrant Entrepreneurship; Conclusions and Recommendations of the European Commission's Network "Ethnic Minority Businesses", DG Enterprise and Industry, May 2008.

business owner or main owners.<sup>1</sup> In this study we have adopted the latter definition as a guideline: entrepreneurs with a non-national background.

#### *Young entrepreneurs*

Young entrepreneurs may be young in terms of age or young in terms of experience. With reference to the latter, this may refer to e.g. entrepreneurs whose 'first' enterprise has existed for less than 5 years. With reference to the former category, studies show that the typical age for setting up a company is 30-40 years. In the study 'Young Entrepreneurs, Women Entrepreneurs, Co-Entrepreneurs and Ethnic Minority Entrepreneurs in the European Union and Central and Eastern Europe'<sup>2</sup>, carried out for the European Commission, young entrepreneurs were defined as entrepreneurs below the age of 40. Therefore, in this study we have focused on young entrepreneurs, where the age of 40 serves as a guideline.

#### *High-tech/high-growth enterprises*

The next category of enterprise distinguished in the study are high-growth and high-tech enterprises. There are different definitions of high-growth enterprises. One definition is for example: "Enterprises are considered high growth enterprises if 1) the turnover has increased by 60% or more within three years, 2) the number of employees has increased by 60% or more within three years, 3) the turnover and the number of employees have increased by 60% or more within three years."<sup>3</sup>

High-growth enterprises are however not necessarily high-tech enterprises. In the SME Observatory the following definition of high-tech SMEs was used: "highly innovative and/or R&D intensive companies and/or use sophisticated and complex production technologies"<sup>4</sup>.

To avoid a too stringent approach the following definition has been used as guideline: "Innovative SMEs are those with high growth potential and/or use of sophisticated and complex production technologies, in particular those undertaking research, development and other innovation."<sup>5</sup>

#### *Family business*

No common definition of family businesses exists in the EU Member States. The European Commission states that the common feature of family businesses is that the family dimension, the business and the ownership are intertwined<sup>6</sup>. This

<sup>1</sup> [http://ec.europa.eu/enterprise/entrepreneurship/support\\_measures/migrant/netethnicminbus.pdf](http://ec.europa.eu/enterprise/entrepreneurship/support_measures/migrant/netethnicminbus.pdf)

<sup>2</sup> <http://ec.europa.eu/enterprise/entrepreneurship/craft/craft-studies/entrepreneurs-young-women-minorities.htm>

<sup>3</sup> [http://www.ondernemerschap.nl/index.cfm/12.html?nxt=ctm\\_publicatie&bestelnummer=A200701&/A200701.pdf](http://www.ondernemerschap.nl/index.cfm/12.html?nxt=ctm_publicatie&bestelnummer=A200701&/A200701.pdf)

<sup>4</sup> [http://ec.europa.eu/enterprise/enterprise\\_policy/analysis/observatory\\_en.htm](http://ec.europa.eu/enterprise/enterprise_policy/analysis/observatory_en.htm)

<sup>5</sup> Partly based on 'The High Growth and Innovative SME Facility (GIF)', [http://eur-lex.europa.eu/LexUriServ/site/en/oj/2007/c\\_302/c\\_30220071214en00080009.pdf](http://eur-lex.europa.eu/LexUriServ/site/en/oj/2007/c_302/c_30220071214en00080009.pdf)

<sup>6</sup> [http://ec.europa.eu/enterprise/entrepreneurship/craft/family\\_business/family\\_business\\_en.htm#Expert\\_Group](http://ec.europa.eu/enterprise/entrepreneurship/craft/family_business/family_business_en.htm#Expert_Group)

is supported by the study 'Overview of family business relevant issues' that has recently been carried out on behalf of DG Enterprise and Industry of the European Commission.<sup>1</sup> In the current study we have used the following definition: "Enterprises where the family dimension, the business and the ownership are intertwined."

### 3.3 Identification of main organisations

#### *First selection of the organisations*

EIM in co-operation with the local research organisations in the 27 EU Member States started the selection process by developing a long list of organisations at national level and also at regional level in Belgium, Germany, Spain and United Kingdom.

In selecting the organisations in the Member States and regions, the guidelines regarding the definitions of the categories of enterprises, as presented in the previous section, were taken into account. To avoid missing major business organisations, the local research organisations were asked, in case of doubt, to provide the contact details of that specific organisation. In countries/regions where no horizontal organisation covering a category of enterprises exists, but an organisation that is involved in the policy making process for this category of enterprise does exist, the local research organisations were also asked to include such organisations.

In total the list included around 700 organisations.

#### *Collection of the information from the organisations*

All organisations were invited by EIM and the European Commission, by e-mail, fax or ordinary mail, to participate in an internet survey and present characteristics and activities of their organisation. The information provided is included in the database to be used by the European Commission.

The questionnaire was made available in English, German and French. In case of language problems the organisations were invited to contact the local partner of EIM. In order to stimulate responses, two reminders were sent.

#### *Personal contact by local research organisations*

From the organisations that did not respond, a selection was made by EIM in consultation with the local research organisations and the Commission, based on the definitions described in the previous section. These organisations at national level were personally contacted by the local research organisations, and invited to complete the questionnaire. To ease the process they were provided with a hard copy of the questionnaire. The organisations which only partly completed the Internet questionnaire were also contacted and asked to complete the questionnaire.

<sup>1</sup> [http://ec.europa.eu/enterprise/entrepreneurship/craft/family\\_business/family\\_business\\_en.htm](http://ec.europa.eu/enterprise/entrepreneurship/craft/family_business/family_business_en.htm)

### *Final selection of the organisations*

After the organisations had been identified and the information for each of the organisations collected, the organisations were reviewed. Organisations that indicated that they did not have members, and those that indicated that it was not in their interest to be included, were excluded.

Also, organisations active at sectoral level only or aiming at a specific subgroup of entrepreneurs (for example representing a specific group of ethnic minorities) were excluded.

With the exception of the four countries that were also studied at regional level, also organisations focussing their activities only at a specific region were not included.

In the last stage of the study Eurochambres and UEAPME were kind enough to remind their members that had not responded, and to provide the researchers with additional information. Their support has been much appreciated.

In this report the relevant organisations are presented. This includes the organisations that fully or partially responded to the questionnaire.

### *Names of the organisations*

In the report, the confidential annex and the database, we have used the names of all organisations in the original languages. As far as possible we have also added English names that were either provided by the organisations themselves, or by our national ENSR partners, or searched by the research team on the Internet. Where no English names could be found, we have not tried to make our own translations.

### *Number of enterprises and jobs*

It is important to understand the differences between the data used in this report. It explains the (sometime huge) differences between the harmonised (Eurostat) data and data from national sources. This report presents data on the number of enterprises and jobs according to various definitions, classifications and sources.

- First of all there are data on the number of enterprises and SMEs based on Eurostat's Structural Business Statistics (SBS)<sup>1</sup>. These data are harmonised across Member States allowing comparison between countries. The data are confined to the non-financial business economy (NACE sections C -I, K). The number of enterprises is defined<sup>2</sup> as 'a count of the number of enterprises registered to the population concerned in the business register corrected for

<sup>1</sup> See for instance: Enterprises by size-class - overview of SMEs in the EU (Eurostat, Statistics in Focus 31/2008). Metadata can be found via: [http://epp.eurostat.ec.europa.eu/portal/page?\\_pageid=1996,45323734&\\_dad=portal&\\_schema=POR-TAL&screen=welcomeref&open=/sbs/sbs\\_na&language=en&product=REF\\_sbs&root=REF\\_sbs&scrollto=0](http://epp.eurostat.ec.europa.eu/portal/page?_pageid=1996,45323734&_dad=portal&_schema=POR-TAL&screen=welcomeref&open=/sbs/sbs_na&language=en&product=REF_sbs&root=REF_sbs&scrollto=0).

<sup>2</sup> See: [http://epp.eurostat.ec.europa.eu/pls/portal/docs/PAGE/PGP\\_DS\\_EUROBUS/PGE\\_DS\\_EUROBUS\\_01/BACK/REGULATION%20DEFINITIONS\\_CONSOLIDATED%20VERSION.PDF](http://epp.eurostat.ec.europa.eu/pls/portal/docs/PAGE/PGP_DS_EUROBUS/PGE_DS_EUROBUS_01/BACK/REGULATION%20DEFINITIONS_CONSOLIDATED%20VERSION.PDF)

errors, in particular frame errors. Dormant units are excluded. This statistic should include all units active during at least a part of the reference period.' This is a somewhat limited concept of enterprises in the sense that it is limited to non-dormant enterprises, and local establishments that are not economically independent, are aggregated into the mother company. There is no limitation regarding legal form. Source data are collected by the National Statistical Institutes according to well-defined guidelines, and further processed and published by Eurostat.

- Secondly there are data on the number of enterprises from national sources, applying national definitions. These may for instance be based directly on counts from the business registers and other sources, applying no corrections for *e.g.* dormant enterprises, perhaps counting local establishments as separate enterprises, and including enterprises not belonging to the non-financial business economy (for instance, in agriculture). These data may distinguish between craft enterprises, cooperatives, mutuals, associations and foundations (all applying national definitions), women entrepreneurs, *et cetera*, these being non-exclusive categories, which are not included in the SBS. As a rule, one may expect data on the number of enterprises from national sources to be higher than the same according to SBS.
- Finally, there are the numbers of enterprises (members) that business organisations state they represent. It is likely that such data would over-estimate the number of enterprises in a country, as enterprises may be member of more than one business organisations, and members may include enterprises not belonging to the non-financial business economy, dormant enterprises, as well as local establishments that are not economically independent.



## 4 Business organisations, presented by country

### 4.1 Introduction

In this chapter, the horizontal business organisations that have been identified are presented. As described in chapter 3, business organisations are defined as organisations that have been set up by and are representing the private business sector. In addition, this study is limited to horizontal organisations. Horizontal organisations are organisations representing a certain group of enterprises across sectors. The members can be enterprises and/or organisations of enterprises (umbrella organisations). The following categories of enterprises are distinguished: SMEs in general, social economy enterprises, craft enterprises, women entrepreneurs, entrepreneurs from ethnic minorities, young entrepreneurs and family businesses.

In this chapter the horizontal business organisations identified are presented at Member State level. For Belgium, Germany, Spain and the United Kingdom, also business organisations are included that are only active at regional level: i.e. respectively the three "Gewesten/Régions", the 16 "Bundesländer", the 17 "Comunidades Autónomas" and the four constituent parts of the United Kingdom.

To get more insight into the role of the various categories in the economy, data on the number of enterprises as well as the employment they provide are given. The data on the enterprises sector in total and on SMEs in general, originate from Eurostat and are based on unified definitions. Therefore these data are comparable between Member States. The data provided for the other categories distinguished are based on national definitions and are not comparable between countries. These data (e.g. on craft, women entrepreneurs, etc.) are often also not comparable with the Eurostat data *within countries*.

The organisations presented in this chapter are listed by country, and then - per enterprise category - randomly.

### 4.2 Austria

<b>Austria</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	286,639	2007	2,467,780	2007
SMEs in general	285,672	2007	1,666,890	2007
Craft enterprises	42,284	2007	230,000	2007
Women entrepreneurs	85,425	2007	n/a	
Social enterprises	159	2007	16,774	2007
Cooperatives	1,866	2006	69,000	2006
Mutual societies	57	2007	n/a	
Associations of voluntary organisations	111,282	2007	n/a	
Foundations	2,893	2007	n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

*Source: EIM Business & Policy Research, Federal Economic Chamber and estimates KMU-Forschung, WKO Mitgliederstatistik 2007, Public Employment Service, Trade Register / Federal Computing Centre of Austria and University of Vienna, Register on Associations / Federal Ministry of the Interior, Yearbook on Foundations (Eiselsberg).*

Around 99.7% of the 287,000 enterprises in Austria are SMEs, providing almost 1.7 million jobs. This corresponds with 67% of total employment. Several business organisations have been identified that represent all categories of enterprise including SMEs:

- The Wirtschaftskammer Österreich/Austrian Federal Economic Chamber (WKÖ), established in 1946, represents the interests of enterprises (large and small), promotes the economy and transmits knowledge. In addition to the federal chamber, there are nine regional chambers which are each subdivided into 7 divisions. Membership of the chambers is compulsory. WKÖ is a member of UEAPME and Eurochambres.
- The Industriellenvereinigung/Federation of Austrian Industries (IV) is a voluntary body representing the interests of Austrian industries (small and large) and was set up in 1862. The Federation is a member of BUSINESSEUROPE.
- The Wirtschaftsbund, subscribes to the principles of the "free economy, the unlimited realisation of private initiative and the inviolability of private property". The organisation is based on voluntary membership.
- The Sozialdemokratischer Wirtschaftsverband/Organisation of Social Democratic Entrepreneurs (SWV) is defined as the focal point for SMEs and self-employed. It stands for social democratic, economic policy and subscribes to fair competition under maintenance of fair and social framework conditions. Also this organisation is based on voluntary membership.

Also the Österreichischer Gewerbeverein/Austrian Association of SMEs covers SMEs. It was set up in 1839 and membership is voluntary.

The following organisations have been identified, representing co-operatives and social economy enterprises:

- The Österreichischer Genossenschaftsverband/Austrian Co-operatives Association aims at the establishment of co-operatives as quality brand.
- The Verband Österreichischer Privatstiftungen/Association of Austrian Private Foundations (VÖP).
- Covering especially social economy enterprises on a national level, the Bundesdachverband für Soziale Unternehmen/Federal Association for Social Enterprises (bdv) lobbies for these enterprises and aims to influence the labour market and social policy. Business organisations as well as individual enterprises/entrepreneurs are member.

No organisation has been identified that is specifically aimed at craft enterprises. Craft enterprises are covered by the WKÖ.

Another category of enterprises distinguished are family businesses. The Family Business Network - FBN Österreich - is the Austrian member of FBN.

An organisation identified particularly representing enterprises run by women, is the Frau im Österreichischen Gewerbeverein - Frau im ÖGV. It was established in 2002 and aims at sustainability, business ethics and strengthening women in business.

High-growth/high-tech enterprises, entrepreneurs of ethnic minorities as well as young entrepreneurs do not appear to have any business organisation to represent them.

<b>Austria</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Wirtschaftskammer Österreich (WKO) (Austrian Federal Economic Chamber)	<a href="http://www.wko.at">www.wko.at</a>
Industriellenvereinigung (IV)/ Federation of Austrian Industries)	<a href="http://www.industriellenvereinigung.at">www.industriellenvereinigung.at</a>
Österreichischer Gewerbeverein (Austrian Association of SMEs)	<a href="http://www.gewerbeverein.at">www.gewerbeverein.at</a>
Wirtschaftsbund	<a href="http://www.wirtschaftsbund.at">www.wirtschaftsbund.at</a>
Sozialdemokratischer Wirtschaftsverband (Organisation of Social Democratic Entrepreneurs)	<a href="http://www.wirtschaftsverband.at">www.wirtschaftsverband.at</a>
<b>Co-operatives and social economy enterprises</b>	
Österreichischer Genossenschaftsverband (Austrian Co-operatives Association)	<a href="http://www.oegv.volksbank.at">www.oegv.volksbank.at</a>
Verband Österreichischer Privatstiftungen (VÖP) (Association of Austrian Private Foundations)	<a href="http://www.stiftungsverband.at">www.stiftungsverband.at</a>
Bundesdachverband für Soziale Unternehmen (Federal Association for Social Enterprises)	<a href="http://www.bdv.at">www.bdv.at</a>
<b>Enterprises run by women entrepreneurs</b>	
Frau im ÖGV - Österreichischer Gewerbeverein	<a href="http://www.frau-im-ogv.at">www.frau-im-ogv.at</a>
<b>Family businesses</b>	
FBN Österreich - The Family Business Network (FBN Österreich - The Family Business Network)	<a href="http://www.fbn-austria.at">www.fbn-austria.at</a>

### 4.3 Belgium

<b>Belgium</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	410,984	2007	2,478,230	2007
SMEs in general	410,171	2007	1,652,298	2007
Craft enterprises	176,572	2008	312,000	2008
Women entrepreneurs	144,514	2001	n/a	
Social enterprises	n/a		n/a	
Cooperatives	39,978	2008	53,384	1998
Mutual societies	5	2003	12,864	2003
Associations of voluntary organisations	16,913	2004	427,859	2005
Foundations	362	2007	5,321	2005

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Based on article in *De Tijd* (financieel-economisch dagblad) and press release minister van Economie en Zelfstandigen, Crossroads Bank for Enterprises, Research Centre for Entrepreneurship EHSAL-K.U. Brussels.

For Belgium organisations were identified both at national level and in the three regions (gewesten/régions): the Brussels-Capital Region, the Flemish Region, and the Walloon Region.

Almost 287,000 enterprises are active in Belgium. Of these enterprises, 99.8% are SMEs and these enterprises provide more than 1.6 million jobs.

The Federation of Chambers of Commerce and Industry of Belgium was set up in 1875 and is the umbrella organisation of 16 chambers of commerce. Membership of the chambers is voluntary. The federation is member of Eurochambres. The eight chambers in the Flemish Region are represented by the Vlaams Netwerk van Ondernemingen/Flanders' Chambers of Commerce and Industry (Voka). In the Walloon Region, there are seven chambers. BECI is the chamber of the Brussels-Capital Region. Both SMEs and large enterprises can be member of a chamber.

Also the Verbond van Belgische Ondernemingen/Fédération des Entreprises de Belgique/Federation of Enterprises in Belgium (FEB-VBO) covers SMEs as well as large enterprises. The organisation was set up in 1973. Individual enterprises cannot become a member of FEB-VBO. FEB-VBO is a member of BUSINESSEUROPE.

The Union Wallonne des Entreprises (UWE) covers businesses of all categories in the Walloon Region. The organisation was set up in 1969.

Several horizontal business organisations have been identified representing specifically the small business sector and or parts of it. Membership of these business organisations is voluntary. The definitions of the enterprises that can become a member differ per organisation.

The Unie van Zelfstandige Ondernemers/Organisation for the Self-Employed and SMEs (UNIZO) represents the self-employed entrepreneurs (including the professions) and managers of enterprises with less than 50 employees. The membership includes business organisations as well as entrepreneurs. UNIZO was set up in 1958 and is member of UEAPME. The organisation covers the whole of Belgium, but is mainly active in the Flemish Region and the Brussels-Capital region.

The Union des Classes Moyennes UCM also represents the self-employed and the managers of SMEs and its activities are aimed at businesses in the Walloon Region and the Brussels-Capital Region. UCM was established in 1968. Membership of UCM is voluntary. Enterprises as well as business organisations can become a member. UCM is a member of UEAPME.

Self-employed people and the professions are represented by the aforementioned organisations FEB-VBO, UNIZO<sup>1</sup> or UCM<sup>2</sup>. In addition they are represented by:

- The Neutraal Syndicaat voor Zelfstandigen/Syndicat Neutre pour Indépendants/Neutral Trade Union for the Self-employed (NSZ/SNI), which is a member of ESBA;

<sup>1</sup> The Federation of Free and Intellectual Professions (Federatie van Vrije en Intellectuele Beroepen, FVIB) is a subdivision within the UNIZO structure.

<sup>2</sup> The federation of free professions within UCM is called the National Union of Free and Intellectual Professions of Belgium (Union Nationale des Professions Libérales et Intellectuelles de Belgique, UNPLIB).

- The Liberaal Verbond voor Zelfstandigen/Liberal Federation of Self-employed (LVZ);
- The Syndicaat der Zelfstandigen en KMO/Syndicat Neutre des Indépendants et des PME/Neutral Association of the Self-employed and SMEs (SDI-SDZ).

Around 176,000 enterprises are active in the craft sector, but no specific business organisation for these enterprises could be identified.

The Fédération belge de l'économie sociale et cooperative covers enterprises and associations in the social and cooperative economy. The federation is active since 1970.

Around 140,000 enterprises in Belgium are run by women entrepreneurs, but no organisation specifically aimed at enterprises run by women has been identified as well.

The FBNet Belgium covers the family businesses in Belgium. FBNet Belgium was set up in 2005 and is member of the Family Business Network FBN.

Young entrepreneurs in the Flemish Region and the Brussels-Capital Region are represented by Young VMA. VMA is the Vlaamse Management Associatie/Flemish Management Association. VMA was set up in 1983. VMA Young is member of Yes for Europe.

No horizontal business organisations were identified at national or regional level, for entrepreneurs from ethnic minorities and high-growth/high-tech enterprises.

<b>Belgium (national level)</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Union des Classes Moyennes (UCM)	<a href="http://www.ucm.be">www.ucm.be</a>
Unie van Zelfstandige Ondernemers UNIZO (Organisation for the Self-Employed and SMEs)	<a href="http://www.unizo.be">www.unizo.be</a>
Liberaal Verbond voor Zelfstandigen (Liberal Federation of Self-employed)	<a href="http://www.lvz.be">www.lvz.be</a>
Neutraal Syndicaat voor Zelfstandigen/Syndicat Neutre pour Indépendants (NSZ - NSI)	<a href="http://www.nsz.be">www.nsz.be</a>
The Syndicaat der Zelfstandigen en KMO/Syndicat Neutre des Indépendants et des PME (SDI - SDZ)	<a href="http://www.sdi.be">www.sdi.be</a>
Verbond van Belgische Ondernemingen - Federation des Entreprises de Belgique (Federation of Enterprises in Belgium)	<a href="http://www.vbo-feb.be">www.vbo-feb.be</a>
Federatie der Kamers voor Handel en Nijverheid van België/Fédération des Chambres de Commerce et d'Industrie de Belgique (Federation of Chambers of Commerce and Industry of Belgium)	<a href="http://www.cci.be">www.cci.be</a>
<b>Co-operatives and social economy enterprises</b>	
Fédération belge de l'économie sociale et coopérative	<a href="http://www.febecoop.be">www.febecoop.be</a>
<b>Family businesses</b>	
FBNet Belgium	<a href="http://www.fbnet.be">www.fbnet.be</a>

The horizontal business organisations only active in the distinguished regions are presented below. Regional representatives of national organisations, such the 16 chambers of commerce, are not included in the table. As the table shows, two horizontal organisations at regional level have been identified that represent SMEs in general and one that covers young entrepreneurs.

<b>Belgium (regional level)</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Brussels Enterprises, Commerce and industry (Beci)	<a href="http://www.beci.be">www.beci.be</a>
Union Wallonne des Entreprises (Walloon Business federation)	<a href="http://www.uwe.be">www.uwe.be</a>
Voka - Vlaams Economisch Verbond (Voka - Flanders Chamber of Commerce and Industry)	<a href="http://www.voka.be">www.voka.be</a>
<b>Enterprises run by young entrepreneurs</b>	
VMA - Vlaamse Management Associatie vzw (VMA - Flemish Management Association)	<a href="http://www.vma-be.org">www.vma-be.org</a>

#### 4.4 Bulgaria

<b>Bulgaria</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	258,770	2007	1,949,309	2007
SMEs in general	258,041	2007	1,419,641	2007
Craft enterprises	15,000	2008	70,000	2008
Women entrepreneurs	60,000	2003	n/a	
Social enterprises	816	2006	n/a	
Cooperatives	1,981	2008	211,259	2008
Mutual societies	n/a		n/a	
Associations of voluntary organisations	n/a		n/a	
Foundations	n/a		n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Estimates of NSCC, Estimates from UACB and CCU, SME Annual Report 2004, Ministry of Economy and Energy, Sofia, 2005, "Study on Practices and Policies in the Social Enterprise Sector in Europe", Austrian Institute for SME Research, Vienna 2007 (<http://ec.europa.eu/enterprise/entrepreneurship/coop/projects-studies/project5.htm>).

Of the 258,000 enterprises in Bulgaria, around 99.8% are SMEs providing 1.4 million jobs.

Two main horizontal business organisations have been identified that cover both SMEs and large enterprises.

- The Bulgarian Industrial Association BIA was established in 1980. Business organisations as well as individual enterprises are member of BIA. Membership is voluntary. BIA is member of BUSINESSEUROPE and has an office in Brussels.
- The Bulgarian Chamber of Commerce and Industry was set up in 1895. Membership of business organisations and enterprises is voluntary. The chamber is member of Eurochambres.

Two main horizontal business organisations have been found that specifically represent the SME sector:

- The National Association of Small and Medium Business (NASMB) was set up in 2000. Business organisations as well as individual enterprises are members. Membership is voluntary. The association has not joined a European organisation.

- The Union for Private Economic Enterprise (UPEE) was established in 1989. Membership of UPEE is voluntary. Trade associations and enterprises are members. UPEE is a member of UEAPME.

Two main horizontal organisations have been identified that represent part of the social economy:

- In Bulgaria almost 2,000 cooperatives are active. These entities are covered by the Central Cooperative Union. The Central Cooperative Union was set up in 1947. Business organisations as well as individual enterprises can become a member. The Union is member of Cooperatives Europe and of the European Community of Consumer Cooperatives (Eurocoop).
- In Bulgaria there is also the National Union of Worker Producers Cooperatives. The union originates from 1890. It is a member of the European Confederation of Worker Cooperatives, Social Cooperatives and Social and Participative Enterprises (CECOP).
- Social enterprises can become a member of the Association of Social Enterprises in Bulgaria. The organisation was set up in 2005. The organisation is member of Workability Europe.

Around 15,000 craft enterprises are active, providing approximately 70,000 jobs. One organisation has been identified in Bulgaria that represents enterprises in the craft sector: the National Chamber of Skilled Crafts of Bulgaria. The organisation was founded in 2002. Business organisations and enterprises have joined the organisation. Membership is voluntary. The organisation is member of UEAPME.

Around 60,000 enterprises are run by women entrepreneurs and some of these entrepreneurs organised themselves in 2005 into the Selena Association of Women Entrepreneurs in Bulgaria. Business organisations and individual enterprises can become a member. Membership is voluntary. The association is not a member of a European organisation.

Family businesses can become a member of the Association of the Family Business. The organisation was founded in 2007. The Association is member of GEEF.

No business organisations have been identified, that focus specifically on high-growth/high-tech enterprises, entrepreneurs from ethnic minorities or young entrepreneurs.

<b>Bulgaria</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Bulgarian Industrial Association (BIA)	<a href="http://www.bia-bg.com">www.bia-bg.com</a>
Bulgarian Chamber of Commerce and Industry	<a href="http://www.bcci.bg">www.bcci.bg</a>
National Association of Small and Medium Business (NASMB)	<a href="http://www.nasmb-bg.org">www.nasmb-bg.org</a>
Union for Private Economic Enterprise (UPEE)	<a href="http://www.ssi-bg.org">www.ssi-bg.org</a>
<b>Co-operatives and social economy enterprises</b>	
Central Cooperative Union	<a href="http://www.ccu-bg.com">www.ccu-bg.com</a>
Association of Social Enterprises in Bulgaria	<a href="http://www.aseb-bg.org">www.aseb-bg.org</a>
National Union of Worker Producers Cooperatives in Bulgaria	<a href="http://www.uniontpk.com">www.uniontpk.com</a>
<b>Craft enterprises</b>	
National Chamber of Skilled Crafts of Bulgaria	<a href="http://www.nzkgb.org">www.nzkgb.org</a>

<b>Enterprises run by women entrepreneurs</b>	
Association of Women entrepreneurs in Bulgaria -Selena (Selena Association of Women Entrepreneurs in Bulgaria)	<a href="http://www.selena-bg-it.eu">www.selena-bg-it.eu</a>
<b>Family businesses</b>	
Association of the Family Business	<a href="http://www.fbn-bulgaria.org">www.fbn-bulgaria.org</a>

## 4.5 Cyprus

<b>Cyprus</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	47,154	2007	222,273	2007
SMEs in general	46,997	2007	185,780	2007
Craft enterprises	n/a		n/a	
Women entrepreneurs	n/a		n/a	
Social enterprises	371	2005	2,635	2005
Cooperatives	319	2005	1,967	2005
Mutual societies	195	2005	956	2005
Associations of voluntary organisations	53	2005	1,738	2005
Foundations	8	2005	266	2005

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Statistical Service of Cyprus

There are slightly more than 47,000 enterprises active in Cyprus of which 99.7% are SMEs. These SMEs provide almost 186,000 jobs.

The Cyprus Chambers of Commerce and Industry (CCCI) was set up in 1927. The membership includes enterprises from all categories of enterprise. Affiliated to it are professional associations. Membership is voluntary. The chamber is, among others, a member of Eurochambres, UEAPME, and YES for Europe.

The Cyprus Employers & Industrialists Federation (OEB) was set up in 1960. The Federation covers business organisations as well as enterprises (SMEs and large). The organisation is member of BUSINESSEUROPE.

The Pancyprian Co-operative Confederation and the Pancyprian Volunteerism Coordinating Council cover part of the social economy, in particular the cooperatives and the voluntary sector. The Pancyprian Volunteerism Coordinating Council was set up in 1973. The organisation is among others member of the European Volunteer Centre (CEV). The Pancyprian Co-operative Confederation has as objective to protect the interests of the Co-operatives and to ensure that the formulation of Co-operative policy is in line with internationally accepted co-operative principles.

No data are available on the size of the craft sector in Cyprus. Enterprises in this category of enterprise can join the Cyprus Federation of Professional Craftsmen & Shop-keepers. The Federation was founded in 1948.

No organisations have been identified for women entrepreneurs, high-growth/high-tech enterprises, family businesses and entrepreneurs from ethnic



minorities. Young enterprises are represented by the Cyprus Chambers of Commerce and Industry, which is also member of YES for Europe.

<b>Cyprus</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Cyprus Chamber of Commerce and Industry	<a href="http://www.ccci.org.cy">www.ccci.org.cy</a>
Cyprus Employers & Industrialists Federation (OEB)	<a href="http://www.oeb.org.cy">www.oeb.org.cy</a>
<b>Co-operatives and social economy enterprises</b>	
Pancyprian Volunteerism Coordinating Council	<a href="http://www.volunteerism-cc.org.cy">www.volunteerism-cc.org.cy</a>
Pancyprian Co-operative Confederation	-
<b>Craft enterprises</b>	
Cyprus Federation of Professional Craftsmen & Shopkeepers	<a href="http://www.povek.com">www.povek.com</a>

#### 4.6 Czech Republic

<b>Czech Republic</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	936,055	2007	3,747,056	2007
SMEs in general	934,613	2007	2,587,343	2007
Craft enterprises	818,660	2007	1,175,660	2007
Women entrepreneurs	200,600	2007		
Social enterprises	319	2006		
Cooperatives	14,887	2007	n/a	2007
Mutual societies	n/a		n/a	
Associations of voluntary organisations	n/a		n/a	
Foundations	307	2006	n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Ministry of Industry and Trade CR

([www.mpo.cz/zprava48197.html](http://www.mpo.cz/zprava48197.html)), Statistical Office CR ([www.czso.cz/csu](http://www.czso.cz/csu))

In the Czech Republic, there are around 936,000 enterprises. More than 99.8% of these enterprises are SMEs and together they provide almost 2.6 million jobs.

The Hospodářská komora České republiky/Czech Chamber of Commerce was set up in 1992. Both business organisations and individual enterprises (small and large) can become a member. Membership is voluntary. The chamber has joined Eurochambres and UEAPME, and has an office in Brussels.

The Konfederace zaměstnavatelských a podnikatelských svazu České republiky/Confederation of Industry of the Czech Republic (SPCR) was founded in 1990. The confederation is, among others, a member of BUSINESSEUROPE and has an office in Brussels.

The Unie zaměstnavatelských svazu České republiky/Union of Employers Associations covers all employers. The Union brings together associations of employers in industry, insurance, health care, education, culture and social services.

The Konfederace zaměstnavatelských a podnikatelských svazu České republiky/Confederation of Employers' and Entrepreneurs' Associations of the Czech

Republic (KZPS). The confederation was set up in 1992. Only business organisations can join the Confederation.

The following two organisations aim specifically at SMEs and craft enterprises:

- The Asociace malých a středních podniků a živnostníků České republiky/Association of Small and Medium Sized Enterprises and Crafts of Czech Republic (AMSP ČR) has created a national, non-political platform for SMEs and craftsmen and their organisations. The AMSP ČR is a member of UEAPME.
- The second organisation identified is Sdružení podnikatelů a živnostníků České republiky/Association of Entrepreneurs and Craftsmen in the Czech Republic. The Association was set up in 1989 and only business organisations can become a member. The Association unites employers from SMEs and sole proprietors.

Within the social sector the only data available is the number of social enterprises (more than 300) and the number of cooperatives (almost 15,000). Two horizontal organisations have been identified that represent the cooperatives:

- Four associations (among others, the one for consumer cooperatives and the one for production co-operatives) are voluntary members of the Družstevní Asociace České republiky/Cooperative Association of the Czech Republic. The Association was set up 1993 and is member of Coopératives Europe.
- The Spolek oborové konference nestátních neziskových organizací působících v sociální a zdravotně sociální oblasti/Association of Non-Governmental, Non-Profit Organisations Active in the Areas of Social Assistance and Social Health Care (SKOK) was set up in 1996. Membership is voluntary. It associates its members not only as social and social health care services providers but also as employers of social and social health care workers.

One horizontal organisation has been identified that represents the non-governmental organisations (NGOs): Asociace nestátních neziskových organizací v České republice/Association of Non-governmental Organisations in the Czech Republic. The Association was established in 2003. Members of the Association are regional associations of NGOs as well as individual NGOs.

The Asociace komunitních nadací v České republice/Czech Association of Community Foundations represents the Community foundations.

One organisation has been identified representing women entrepreneurs: Svaz podnikatelek České republiky/Association of Women Entrepreneurs of the Czech Republic. The Association was set up in 2007. Both business organisations and individual enterprises can become members.

No horizontal organisations have been found that are specifically aimed at young entrepreneurs, family businesses, high-growth/high-tech enterprises or entrepreneurs from ethnic minorities. All these groups are also covered by the Czech Chamber of Commerce. However, many of them can be members of other business associations depending on individual preferences.

<b>Czech Republic</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Hospodářská komora České republiky (Czech Chamber of Commerce)	<a href="http://www.komora.cz">www.komora.cz</a>
Asociace malých a středních podniků a živnostníků České republiky (As-	<a href="http://www.amspacez">www.amspacez</a>

sociation of Small and Medium Sized Enterprises and Crafts of Czech Republic)	
Svaz průmyslu a dopravy CR (Confederation of Industry of the Czech Republic)	<a href="http://www.spcr.cz">www.spcr.cz</a>
Konfederace zaměstnavatelských a podnikatelských svazu České republiky) (Confederation of Employers' and Entrepreneurs' Associations of the Czech Republic)	<a href="http://www.kzps.cz">www.kzps.cz</a>
Unie zaměstnavatelských svazu České republiky (Union of Employers Associations)	<a href="http://www.uzs.cz">www.uzs.cz</a>
<b>Co-operatives and social economy enterprises</b>	
Asociace komunitních nadací v České republice (Czech Association of Community Foundations)	<a href="http://www.akncr.cz">www.akncr.cz</a>
Družstevní Asociace České republiky (Cooperative Association of the Czech Republic)	<a href="http://www.dacr.cz">www.dacr.cz</a>
Asociace nestátních neziskových organizací v České republice (Association of Non-governmental Organisations in the Czech Republic)	<a href="http://www.asociacenno.cz">www.asociacenno.cz</a>
SKOK - Spolek oborové konference nestátních neziskových organizací působících v sociální a zdravotně sociální oblasti (SKOK) The association of Non-Governmental, Non Profit Organisations Active in the Areas of Social Assistance and Social Health Care	<a href="http://www.skok.biz">www.skok.biz</a>
<b>Craft enterprises</b>	
Sdružení podnikatelů a živnostníků České republiky (Association of Entrepreneurs and Craftsmen in the Czech Republic)	<a href="http://www.sdrzyzenispcr.cz">www.sdrzyzenispcr.cz</a>
<b>Enterprises run by women entrepreneurs</b>	
Svaz podnikatelek České republiky (Association of Women Entrepreneurs of the Czech)	<a href="http://www.svazpodnikatelek.cz">www.svazpodnikatelek.cz</a>

#### 4.7 Denmark

<b>Denmark</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	209,580	2007	1,755,498	2007
SMEs in general	208,897	2007	1,152,432	2007
Craft enterprises	20,000	2008	n/a	2008
Women entrepreneurs	n/a		n/a	
Social enterprises	890	2007	15,000	2007
Cooperatives	2,184	2007	39,107	2007
Mutual societies	n/a		1,000	2005
Associations of voluntary organisations	12,877	2004	120,657	2004
Foundations	12,877	2004	120,657	2004

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Håndværksrådet, "Study on Practices and Policies in the Social Enterprise Sector in Europe", Austrian Institute for SME Research, Vienna 2007

(<http://ec.europa.eu/enterprise/entrepreneurship/coop/projects-studies/project5.htm>),

CIRIEC (International Centre of research and information on public, social and cooperative economy).

In the Danish economy around almost 210,000 enterprises are active of which 99.7% are SMEs. This category of enterprise provides more than 1.1 million jobs.

Four organisations have been identified that represent SMEs:

- The Håndværksrådet/Danish Federation of Small and Medium-Sized Enterprises (DFSME) represents craft enterprises and SMEs. The organisation was founded in 1879. Membership of this organisation is voluntary. The organisation is a member of UEAPME.
- The Danish Chamber of Commerce (Dansk Erhverv) dates back to 1742. Membership of the Chamber is voluntary. The Chamber has an office in Brussels and is a member of Eurochambres.
- The Confederation of Danish Industry (DI) is a private organisation established in 1992. Membership of the Confederation is voluntary. The confederation has an office in Brussels and is member of BUSINESSEUROPE.
- The Dansk Arbejdsgiverforening/Confederation of Danish Employers (DA) was founded in 1896. Its objective is to influence policy-makers at national, regional and international level in order to increase the competitiveness of Danish companies and their access to a skilled labour force. The DA represents employers' organisations. DA is a member of BUSINESSEUROPE.

The social economy is covered by two organisations:

- The Center for Socialøkonomi/Centre for Social Economy. The Centre is a not-for-profit social enterprise set up in 2008 by the Social Economy Foundation with the support of the Danish Welfare Ministry. Membership by social enterprises is voluntary. The Centre is a member of Social Economy Europe.
- Kooperationen represents co-operatives. The organisation was established in 1922. Membership of this organisation is voluntary. The organisation is a member of CECOP and Coopératives Europe.
- The Danish Consumers Cooperative society originates from 1844. Membership of the organisation is voluntary.

In Denmark one organisation has been identified for women entrepreneurs: Virksomme Kvinder.

The organisation Young Enterprise focuses on young entrepreneurs. The mission of the organisation is to enhance innovation and self-employment among young learners in primary schools, youth and training as well as in short and medium higher education.

Family business in Denmark are covered by 'Familievirksomheder I Danmark'. This is a member of the international Family Business Network. Membership of Familievirksomheder I Danmark is voluntary.

No business organisation of entrepreneurs from ethnic minorities has been identified.

<b>Denmark</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Dansk Erhverv (Danish Chamber of Commerce)	<a href="http://www.danskerhverv.dk">www.danskerhverv.dk</a>
DI (Confederation of Danish Industry)	<a href="http://www.di.dk">www.di.dk</a>
Dansk Arbejdsgiverforening (DA) (Confederation of Danish Employers)	<a href="http://www.da.dk">www.da.dk</a>
Håndværksrådet (The Danish Federation of Small and Medium-Sized Enterprises (DFSME))	<a href="http://www.hvr.dk">www.hvr.dk</a>
<b>Co-operatives and social economy enterprises</b>	
Center for Socialøkonomi (Center for Social Economy)	<a href="http://www.socialokonomi.dk">www.socialokonomi.dk</a>

Kooperationen	<a href="http://www.kooperationen.dk">www.kooperationen.dk</a>
FDB: Danish Consumers Cooperative society	<a href="http://www.fdb.dk">www.fdb.dk</a>
<b>Enterprises run by women entrepreneurs</b>	
Virksomme Kvinder	<a href="http://www.virksommekvinder.dk">www.virksommekvinder.dk</a>
<b>Enterprises run by young entrepreneurs</b>	
Young Enterprise	-
<b>Family Businesses</b>	
Familievirksomheder I Danmark	<a href="http://www.fvidk.dk">www.fvidk.dk</a>

## 4.8 Estonia

<b>Estonia</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	41,601	2007	423,536	2007
SMEs in general	41,449	2007	333,406	2007
Craft enterprises	n/a		n/a	
Women entrepreneurs	n/a		n/a	
Social enterprises	n/a		n/a	
Cooperatives	n/a		n/a	
Mutual societies	n/a		n/a	
Associations of voluntary organisations	24,241	2007	n/a	
Foundations	715	2007	n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Statistics Estonia, [www.stat.ee](http://www.stat.ee)

There are around 41,000 SMEs in Estonia and they form 99.7% of the Estonian business sector. These SMEs are providing around 333,000 jobs corresponding to 78% of total employment. There are three organisations that are covering the SME sector in general:

- Eesti Väike- Ja Keskmiste Ettevõtjate Assotsiatsioon/the Estonian Association of SMEs (EVEA,) is a non-profit association performing a representative, advocacy and lobbying function for small and medium-sized enterprises. It was established in 1988. The Association is a member of UEAPME.
- The Estonian Chamber of Commerce and Industry (Eesti Kaubandus-Tööstuskoda) was founded in 1925. It has regional offices in Tartu, Pärnu, Jõhvi and Kuressaare. Membership of the chamber is voluntary and it is a member of Eurochambres.
- The Estonian Employers Confederation (Eesti Tööandjate Keskkliit) was established in 1917. The Confederation covers enterprises of all size classes and is a member of BUSINESSEUROPE.

Data on the other categories of enterprise (except voluntary organisations and foundations) distinguished in this study are not available.

In Estonia there is one organisation identified focusing on the social economy: Eesti Tööühistute, Osalusettevõtete ja Sotsiaalmajanduslike Organisatsioonide Ühendus Estcoop/Estonian Union of Worker Cooperatives, Participative Enterprises and Social Economy Organisations. The organisation was founded in 2001. Membership of the organisation is voluntary.

One organisation is identified that is formed by craftsmen: Eesti Käsitöö Estonian/ Estonian Folk Art and Craft Union. The union was founded in 1929. Associations can become a member of the union. The union is a member of the European Folk Art and Craft Federation.

There are two organisations focusing on women entrepreneurs:

- Eesti Naisettevõtjate Liit/ The Union of Estonian Women Entrepreneurs was established in 2002. Membership of the Union is voluntary. The Union is active in national/regional policy development.
- Eesti Ettevõtlike Naiste Assotsiatsioon/Association of Business and Professional Women focuses on women in business, whether they are entrepreneurs or not. Its objective is to encourage business and professional women and women as leaders to make full use of their entrepreneurial or professional capabilities. The Association is an affiliate of the International Federation of Business and Professional Women.

No business organisations have been identified for entrepreneurs from ethnic minorities, young entrepreneurs, family businesses or organisation for high-growth/high-tech enterprises.

<b>Estonia</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Eesti Väike-ja Keskmiste Ettevõtjate Assotsiatsioon (EVEA/ Estonian Association of SMEs)	<a href="http://www.evea.ee">www.evea.ee</a>
Eesti Kaubandus-Tööstuskoda (Estonian Chamber of Commerce and Industry)	<a href="http://www.koda.ee">www.koda.ee</a>
Eesti tööandjate keskkliit (Estonian employers' confederation)	<a href="http://www.ettk.ee">www.ettk.ee</a>
<b>Co-operatives and social economy enterprises</b>	
Eesti Tööühistute, Osalusettevõtete ja Sotsiaalmajanduslike Organisatsioonide Ühendus Estcoop (Estonian Union of Worker Cooperatives, Participative Enterprises and Social Economy Organisation)	-
<b>Craft enterprises</b>	
Eesti Käsitöö Estonian (Folk Art and Craft Association)	<a href="http://www.folkart.ee">www.folkart.ee</a>
<b>Enterprises run by women entrepreneurs</b>	
Eesti Ettevõtlike Naiste Assotsiatsioon (Association of Business and Professional Women)	<a href="http://www.bpw-estonia.ee">www.bpw-estonia.ee</a>
Eesti Naisettevõtjate Liit (Union of Estonian Women Entrepreneurs)	<a href="http://www.enel.ee">www.enel.ee</a>

## 4.9 Finland

<b>Finland</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	203,167	2007	1,300,664	2007
SMEs in general	202,578	2007	768,128	2007
Craft enterprises	4,383	2006	32,151	2006
Women entrepreneurs	75,000	2007	n/a	
Social enterprises	115	2007	470	2007
Cooperatives	1,579	2006	28,943	2006
Mutual societies	19	2008	7,000	2008

Associations of voluntary organisations	305	2008	n/a	
Foundations	2,639	2006	7,255	2004

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Tilastokeskus (Statistics Finland), Ministry of Employment and the Economy, National Board of Patents and Registration of Finland, Council of Finnish Foundations.

Around 99.7% of the Finnish enterprises are SMEs and together they are responsible for more than 760,000 jobs.

Four organisations have been identified that either cover all categories of enterprise or specifically SMEs:

- Suomen Yrittäjät/the Federation of Finnish Enterprises (FFE) was established in 1996 after a merger of two previous entrepreneurs' organisations. The Federation is a network of 21 regional organisations. Local associations of enterprises and trade organisations can become a member. The FFE is a member of UEAPME.
- Suomen Pienyrittäjät/ Federation for Small and Medium-sized Enterprises in Finland was established in 2005. Membership is not compulsory. The Federation does not have an office in Brussels nor is it member of any European organisation.
- Elinkeinoelämän keskusliitto/Confederation of Finnish industries (EK) covers the private sector including industry and services. It has four regional offices in Finland and an office in Brussels. Membership is not compulsory. EK is a member of BUSINESSEUROPE.
- Keskuskaupakamari/the Central Chamber of Commerce of Finland was established in the beginning of the 20th century and is a member of Eurochambres. It consists of nineteen independent regional Chambers of Commerce in Finland.

In the craft sector, around 3,400 enterprises are active. No organisation covering this category of enterprise has been identified.

Three organisations are representing (parts) of the social economy:

- VATES-säätiö/VATES Foundation focuses on social enterprises. It is an organisation that promotes employment and vocational training of people with disabilities and other disadvantaged groups.
- Coop Finland was established in 1997 and covers the cooperatives. Membership of the organisation is voluntary. COOP Finland is a member of the European Confederation of Worker Cooperatives, Social Cooperatives and Social and Participative Enterprises (CECOP).
- Pellervo/Confederation of Finnish Cooperatives was founded in 1899. Membership of the Confederation is voluntary.

Two business organisations have been identified that represent women entrepreneurs:

- Yrittäjän naisten Keskusliitto ry/the Central Association of Women Entrepreneurs in Finland was set up in 1947 and covers local organisations. The organisation is a member of Female Europeans of Medium and Small Enterprises (FEM), an associate member of UEAPME.

- Naisyrittäjyyskeskus ry/the Women's Enterprise Agency was established in 1996. The Agency does not have an office in Brussels nor is it member of any European organisation.

One organisation has been identified for family businesses in Finland. Perheyri-tysten liitto ry/the Finnish Family Firms Association was established in 1997. Individual enterprises can become a member of the association. Membership is voluntary. The Association is a member of the European Group of Family Enterprises (GEEF).

Entrepreneurs from ethnic minorities and high-growth/high-tech enterprises have not set up any organisations.

<b>Finland</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Suomen Yrittäjät (The Federation of Finnish Enterprises)	<a href="http://www.yrittajat.fi">www.yrittajat.fi</a>
Suomen Pienyrittäjät (Federation for Small and Medium-sized Enterprises in Finland)	<a href="http://www.pienyrittajat.fi">www.pienyrittajat.fi</a>
Elinkeinoelämän keskusliitto EK (Confederation of Finnish Industries)	<a href="http://www.ek.fi">www.ek.fi</a>
Keskuskauppakamari (Central Chamber of Commerce of Finland)	<a href="http://www.keskuskauppakamari.fi">www.keskuskauppakamari.fi</a>
<b>Co-operatives and social economy enterprises</b>	
VATES-säätiö (VATES Foundation)	<a href="http://www.vates.fi">www.vates.fi</a>
Coop Finland ry (Coop Finland)	<a href="http://www.coopin.coop">www.coopin.coop</a>
Pellervo-seura (Pellervo Confederation of Finnish Cooperatives)	<a href="http://www.zqv-online.de">www.zqv-online.de</a>
<b>Enterprises run by women entrepreneurs</b>	
Yrittäjän naisten Keskusliitto ry (The Central Association of Women Entrepreneurs in Finland)	<a href="http://www.yrittajanaiset.fi">www.yrittajanaiset.fi</a>
Naisyrittäjyyskeskus ry (The Women's Enterprise Agency)	<a href="http://www.naisyrittajakeskus.fi">www.naisyrittajakeskus.fi</a>
<b>Family business</b>	
Perheyriytysten liitto ry (the Finnish Family Firms Association)	<a href="http://www.perheyritystenliitto.fi">www.perheyritystenliitto.fi</a>

#### 4.10 France

<b>France</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	2,351,078	2007	14,560,770	2007
SMEs in general	2,345,988	2007	8,898,046	2007
Craft enterprises	896,477	2007	2,500,000	2007
Women entrepreneurs	n/a		n/a	
Social enterprises	n/a		n/a	
Cooperatives	21,964	2006	295,225	2006
Mutual societies	6,896	2006	117,006	2006
Association of voluntary organisations	173,533	2006	1,675,912	2006
Foundations	977	2006	57,869	2006

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, INSEE ([www.insee.fr](http://www.insee.fr)); Ministère des PME ([www.pme.gouv.fr](http://www.pme.gouv.fr))



In France, 99.8% of the enterprises are SMEs and they provide almost 8.9 million jobs (61% of total employment). There are a large number of organisations representing businesses of different categories. In France the picture of organisations representing businesses is rather complex<sup>1</sup>, as it is a mixture of organisations with compulsory and voluntary membership; organisations representing SMEs and/or crafts; and organisations covering sectors and/or regions. Apart from that the 'social economy' is a well developed, but complex sector in France. According to Cornelia Woll:

*A single firm is thus quite often affiliated to its primary craft association, a horizontal regional association and its local chamber of commerce, which are in turn members of sectoral associations, territorial federations and the confederation of CCIs<sup>2</sup>. At the lowest level, one can find powerful trade associations or almost inactive groupings of firms. Furthermore, the territorial representation of MEDEF and the CGPME might coexist, divide its work or merge, like they have done in the Midi-Pyrénées region. The structure of any of the peak associations is therefore quite complex and far from rational.*

The category of SMEs is covered by the following large organisations:

- The Confédération Générale des Petites et Moyennes Entreprises/General Confederation of Small and Medium sized Enterprises (CGPME) was established in 1944. Business organisations can become a member of CGPME. Membership of CGPME and its member-organisations is voluntary. CGPME is a member of UEAPME and has an office in Brussels.
- The Mouvement Des Entreprises de France/French Business Confederation (MEDEF) was established in 1946. Member organisations representing specific sectors and regions can join MEDEF. Membership of MEDEF and its member-organisations is voluntary. MEDEF is a member of BUSINESSEUROPE and has an office in Brussels.

There are some smaller national organisations also representing SMEs:

- The Union Nationale des Professions Libérales/National Union of Liberal Professions (UNAPL) was established in 1977 and represents business associations of all professions.
- The Entreprises de Taille Humaine, Indépendantes et de Croissance (Ethic) was established in 1975 and is an organisation which, groups employers running independent, growing businesses which operate in an ethical, human way. Their members are business associations and individual businesses.

Craft enterprises are a.o. represented by the following organisations:

- The Union Professionnelle Artisanale (UPA) was established in 1975. It is composed of three large confederations of craft sectors: CAPEB<sup>3</sup> for the construction sector, CNAMS<sup>4</sup> for manufacturing industry and services, and CGAD<sup>5</sup>

<sup>1</sup> See: Cornelia Woll, The Difficult Organization of Business Interests; MEDEF and the Political Representation of French Firms, Max Planck Institute for the Study of Societies, MPIfG Discussion paper 05/12, Cologne, November 2005.

<sup>2</sup> Chambers of Commerce and Industry.

<sup>3</sup> Confédération de l'Artisanat et des Petites Entreprises du Bâtiment.

<sup>4</sup> Confédération Nationale de l'Artisanat, des Métiers et des Services.

<sup>5</sup> Confédération Générale de l'Alimentation en Détail.

for food retail. Professional federations and business organisations are member and membership is voluntary. UPA is a member of UEAPME.

- The Société d'Encouragement aux Métiers d'Art (SEMA) was established in 1976. Members are business organisations and individual craft businesses.

The following organisations identified represent both craft enterprises and SMEs respectively:

- The umbrella association of craft businesses and SMEs is the Assemblée Permanente des Chambres de Métiers et de l'Artisanat (APCMA). Nowadays it also operates under the name l'Artisanat. It is a.o. composed of APCM: l'Assemblée Permanente des Chambres de Métiers (the Public National Federation of Craft Chambers), CMA: 107 Chambres de Métiers et de l'Artisanat, and CRMA: 22 Chambres Régionales de Métiers et de l'Artisanat. All craft and small businesses have to register with these chambers. APCMA represents these chambers at national, European and international level. APCM is a member of UEAPME, is involved in policymaking at all levels and is member of official committees at regional, national and European level.
- The Assemblée des Chambres Françaises de Commerce et d'Industrie/the Assembly of French Chambers of Commerce and Industry (ACFCI) is the national public organisation responsible for the direction and amalgamation of the French Chambers of Commerce and Industry (CCI). ACFCI groups together local chambers (CCI's), as well as regional chambers CRCI's). ACFCI is a member of Eurochambres.

The social economy or parts of it are represented by several organisations:

- The Conférence Permanent des Coordinations Associatives (CPCA) was founded in 1992. It is the national umbrella body for the social economy. It co-ordinates sectoral umbrella bodies and membership is voluntary.
- The Fédération Nationale de la Mutualité Française (FNMF) is the national umbrella organisation of the 'mutuelles' (cooperative insurance associations) and the regional unions representing the 'mutuelles' in the French regions and 'départements'. It was founded in 1902.
- The Union des Groupements des Employeurs Mutualistes (UGEM) is an employers' union for the 'mutuelles'. It was founded in 1999.
- The Groupement National de la Coopération (GNC) was established in 1968. It represents the cooperatives in France. Its members are business organisations and individual cooperatives.
- The Centre Français des Fondations (CFF) was founded in 2002.
- The Confédération Générale des Scop (CG SCOP) is an association of Scop's: Sociétés Coopératives de Production (Production Cooperatives).
- CEGES is the Council of the Companies, Employers, and Groupings of the Social Economy. It is member of Social Economy Europe.

Some of the business organisations have specific departments aimed at women entrepreneurs or young entrepreneurs. Examples are CJDES (Young Entrepreneurs of Social Economy Businesses) and CGPME (with a special section for women entrepreneurs).

Four organisations of women entrepreneurs have been identified.

- Femmes Chefs d'Entreprises Mondiales - World Women Entrepreneurs (FCE France) was founded in 1945. Members are individual women entrepreneurs.

- The Club International de Femmes Entrepreneurs (CIFE) was founded in 2004 and is a national organisation of female entrepreneurs.

We have identified one organisation specifically aimed at social integration of ethnic minorities (including entrepreneurs):

- The Association Service Social Familial Migrants (ASSFAM) was founded in 1951. It is the major organisation of social integration of ethnic minorities. It is using a variety of communication and information methods.

Three organisations are found that represent young entrepreneurs:

- The Centre des Jeunes Dirigeants d'entreprise (CDJ) was established in 1938.
- The Centre des Jeunes Dirigeants et des acteurs de l'Economie Sociale (CJDES) was founded in 1985 and is an organisation for the social economy, with a special focus on young managers and entrepreneurs. It has both organisations and enterprises as members.
- The Jeunes Entrepreneurs de France (JEF) was established in 2002. Members are business organisations and enterprises.

For high-growth enterprises two organisations are identified:

- Croissance Plus was established in 1997. Its members are growing enterprises of all size classes and in all sectors, including high tech businesses.
- The Comité Richelieu was founded in 1989. It brings together innovative SMEs.

For family businesses two organisations have been identified in France:

- The Association des Moyennes Entreprises Patrimoniales (ASMEP) was founded in 1995. Individual enterprises can become a member.
- The Family Business Network France (FBN France) covers individual family businesses.

<b>France</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Mouvement Des Entreprises de France (MEDEF)	<a href="http://www.medef.fr">www.medef.fr</a>
Confédération Générale des Petites et Moyennes Entreprises - Entrepreneuriat Féminin (CGPME) (General Confederation of Small and Medium sized Enterprises)	<a href="http://www.cgpme.fr">www.cgpme.fr</a>
Ethic - Entreprises de taille humaine, indépendantes et de croissance	<a href="http://www.ethic.fr">www.ethic.fr</a>
Assemblée des Chambres de Commerce et d'Industrie (ACFI), The Assembly of French Chambers of Commerce and Industry	<a href="http://www.acfci.cci.fr">www.acfci.cci.fr</a>
Union Nationale des Professions Libérales (UNAPL)	<a href="http://www.unapl.org">www.unapl.org</a>
<b>Co-operatives and social economy enterprises</b>	
Conférence Permanente des Coordinations Associatives - ARDEVA (CPCA)	<a href="http://www.cpcs.asso.fr">www.cpcs.asso.fr</a>
Centre des Jeunes Dirigeants et des acteurs de l'Economie Sociale (CJDES)	<a href="http://www.cjdes.org">www.cjdes.org</a>
Fédération Nationale de la Mutualité Française (FNMF)	<a href="http://www.mutualite.fr">www.mutualite.fr</a>
Union des Groupements des Employeurs Mutualistes (UGEM)	<a href="http://www.ugem.net">www.ugem.net</a>
CGSCOP	<a href="http://www.scop.coop">www.scop.coop</a>
Groupement National de la Coopération (GNC)	<a href="http://www.entreprises.coop">www.entreprises.coop</a>
Centre Français des Fondations (CFF)	<a href="http://www.centre-francais-fondations.org">www.centre-francais-fondations.org</a>
Conseil des Entreprises, Employeurs et Groupements de l'Economie Sociale (CEGES)	<a href="http://www.ceges.org">www.ceges.org</a>
<b>Craft enterprises</b>	
Union Professionnelle Artisanale (UPA)	<a href="http://www.upa.fr">www.upa.fr</a>

Société d'Encouragement aux Métiers d'Art (SEMA)	<a href="http://www.metiersdart-artisanat.com">www.metiersdart-artisanat.com</a>
Assemblée Permanente de ces Chambres de Métiers et de l'Artisanat (AP-CMA)	<a href="http://www.moveart.org">www.moveart.org</a>
<b>Enterprises run by entrepreneurs from ethnic minorities</b>	<a href="http://www.artisanat.fr">www.artisanat.fr</a>
Association Service Social Familial Migrants (ASSFAM)	
<b>Enterprises run by women entrepreneurs</b>	<a href="http://www.assfam.org">www.assfam.org</a>
Femmes Chefs d'Entreprises Mondiales FCEM (World Women Entrepreneurs)	
Club International de Femmes Entrepreneurs (CIFE)	<a href="http://www.fcefrance.fr">www.fcefrance.fr</a>
<b>Enterprises run by young entrepreneurs</b>	<a href="http://www.club-cife.org">www.club-cife.org</a>
Centre des Jeunes Dirigeants d'entreprise (CJD)	
Jeunes Entrepreneurs de France JEF (Young Contractors of France)	<a href="http://www.cjd.net">www.cjd.net</a>
<b>Family businesses</b>	<a href="http://www.j-e-f.fr">www.j-e-f.fr</a>
Association des Moyennes Entreprises Patrimoniales (ASMEP)	
FBN France - The Family Business Network France	<a href="http://www.asmep.fr">www.asmep.fr</a>
<b>High-growth/high-tech enterprises</b>	<a href="http://www.fbn-france.fr">www.fbn-france.fr</a>
Croissance Plus	
Comité Richelieu	<a href="http://www.croissanceplus.com">www.croissanceplus.com</a>
	<a href="http://www.comite-richelieu.org">www.comite-richelieu.org</a>

#### 4.11 Germany

<b>Germany</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	1,690,303	2007	20,982,296	2007
SMEs in general	1,682,049	2007	12,623,460	2007
Craft enterprises	961,732	2007	4,837,000	2007
Women entrepreneurs	1,287,000	2007	n/a	
Social enterprises	n/a		n/a	
Cooperatives	5,267	2006	n/a	2006
Mutual societies	110	2006	n/a	
Associations of voluntary organisations	554,401	2008	n/a	
Foundations	15,449	2007	150,000 (estimate)	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Zentralverband des Deutschen Handwerks, German micro-census, VAT-Statistics Statistical unit: co-operatives ("Erwerbs- und Wirtschaftsgenossenschaften") and mutual insurance societies ("Versicherungsvereine auf Gegenseitigkeit"), Vereinsstatistik 2008 by "V & M Service GmbH" in co-operation with the Research Institute for Sociology at the University in Cologne, Bundesverband Deutscher Stiftungen.

In Germany, almost 1,690,303 million enterprises are active of which approximately 99.5% are SMEs (1,682,049 enterprises). These enterprises provide more than 12.6 million jobs. For Germany, not only horizontal business organisations have been identified at national level but also for the 16 Bundesländer. All organisations identified that focus only at Länder level, are members of a network of representatives of organisations operating at national level.

The following horizontal business organisations have been identified that cover the interests of all categories of enterprises:

- The Deutscher Industrie- und Handelskammertag/the Association of German Chambers of Commerce and Industry (DIHK) was set up in 1861 and is the central organisation for 80 Chambers of Industry (IHK) and Commerce in Germany. DIHK has an office in Brussels and is member of Eurochambres.
- The Bundesverband der Deutschen Industrie/The Federation of German Industries (BDI) represents enterprises (small and large) active in businesses and industry-related service-providers. The Association represents professional organisations and has a network of 15 regional offices at Länder level. Membership is voluntary. BDI has an office in Brussels and is member of BUSI-NESSEUROPE.
- The Bundesvereinigung der Deutschen Arbeitgeberverbände (BDA) represents the interests of SMEs employers as well as large enterprises, in particular regarding social affairs. Professional organisations of employers operating at national level can become a member of BDA. In addition, BDA also has a network of regional federations of employers' organisations operating at Länder-level. BDA has an office in Brussels and is member of BUSINESSEUROPE.

Three main horizontal business organisations identified, focus specifically on small and medium-sized enterprises (SMEs):

- The Bundesverband Mittelständische Wirtschaft/the German Association for Small and Medium-sized Businesses (BVMW) represents the interests of SMEs. The Association was set up in 1975 and business organisations as well as individual enterprises can join. The Association has network of over 200 regional and local offices to assist the members. In addition, BVMW had an office in Brussels and is member of UEAPME.
- Union Mittelständischer Unternehmen (UMU). The Union was set up in 1985. The Union is member of ESBA.
- The Deutscher Mittelstands-Bund (DMB) was set up in 1982. Only individual SMEs can become a member of the organisation.

Four horizontal organizations have been identified that cover specifically the interest of the self-employed:

- The Bundesverband der Selbständigen - Deutscher Gewerbeverband (BDS/DGV) was established in 1891 and self-employed can become a member. The Association includes a network of regional associations in 11 Länder. The other three horizontal organisations identified are all active only at national level and do not appear to have regional representatives:
- Verband Selbständiger und Gewerbetreibender - Bundesverband unternehmerischer Mittelstand;
- Europaverband der Selbständigen - Bundesverband Deutschland (CEDI);
- Deutscher Arbeitgeber-Verband - Haus der Selbständigen.

The Bundesverband der Freien Berufe/German Federal Association of Liberal Professions (BFB) represent the professions bodies only. The Association reports that business organisations and a network of 16 associations covering profession at Länder level, are covered. The association was set up in 1949.

The following organisations have been identified that represent (part) of the social economy. All operate at national level, but some comprise a network of representatives active at regional and local level.

- Bundesnetzwerk Bürgerschaftliches Engagement (BBE) represents the co-operatives and social economy enterprises. It is a nationwide network linking

organizations and associations from the third sector (non-profit organizations) and civil society, from business and federal and community institutions. BBE was founded in 2002.

- The Deutscher Genossenschafts- und Raiffeisenverband/the German Cooperative and Raiffeisen Confederation (DGRV) is a.o. the auditing association of the German cooperative organization. Four specialized federations operate at national level, also there are eight regional associations and six nationally operative special auditing federations, 22 national centres and 34 specialized regional institutions.
- The AWO Arbeiterwohlfahrt Bundesverband represents regional and national associations (Bezirks- and Landesverbände), local associations (Kreisverbände) and chapters (Ortsverbände).
- The Bundesverband Deutscher Stiftungen/Association of German Foundations protects the interests of the foundations.
- Bundesarbeitsgemeinschaft der Freiwilligenagenturen (bagfa) consists of local and regional agencies and acts as a national network and interest group for voluntary agencies.

In Germany, almost 1 million enterprises (small and large) are active in the craft sector and together these enterprises provide 4.8 million jobs. The Zentralverband des Deutschen Handwerks/the German Confederation of Skilled Crafts (ZDH) is the main horizontal organisation representing enterprises in this sector. The Confederation was set up in 1950. ZDH is divided into two sections: the Chambers of Skilled Crafts (DHKT) and the National Confederation of Skilled Crafts (UDH). There are 54 Chambers of skilled crafts with compulsory membership for craft enterprises and these enterprises are confederated at national level in the German Confederation of Chambers of Skilled Crafts (DHKT). The National Confederation of Skilled Crafts (38 confederations of guilds nationwide) and 8 professional associations form the German Association of Skilled Crafts Confederations (UDH). ZDH has its own office in Brussels and is member of UEAPME, FEM and JEUNE.

One national horizontal business organisation has been identified that represents enterprises run by entrepreneurs from ethnic minorities: Unternehmer ohne Grenzen. The organisation was set up in 2000 and assists the member entrepreneurs in setting up and running a business. The organisation operates at national level.

In addition, there are a variety of organisations in Germany covering specific groups of minorities in particular entrepreneurs from Turkey. These organisations cover all enterprise sizes and have developed initiatives to support this category of enterprises. An example is the Arbeitsgemeinschaft selbstständiger Migranten/the Working Group of Immigrant Entrepreneurs (ASM) which was founded in the Hamburg Chamber of Commerce in 2007.

In Germany almost 1.3 million women entrepreneurs are active. Two horizontal business organisations have been found that represent the interest of women entrepreneurs:

- The Schöne Ausichten - Verband selbstständiger Frauen is active at national level but also includes associations organised at sub-regional level.

- The Verband deutscher Unternehmerinnen (VdU) was established in 1954. VdU reports that they represent a network of 16 associations at regional level (Länder) and 27 at sub-regional level (Kreisen).

Two horizontal business organisations have been identified that cover enterprises run by young entrepreneurs:

- The Jungen Unternehmer/Association of Young Entrepreneurs (BJU) was set up in 1950. Only individual entrepreneurs can become a member. BJU has a network of associations operating at Länder level and is a member of YES for Europe.
- The Wirtschaftsjunioren Deutschland/Junior Chamber International, German Chapter (WJD) was set up in 1954.

Three organisations have been found that represent family businesses:

- The Familienunternehmer/the Association of Family Entrepreneurs (ASU) was set up in 1949. The Association has a network of associations at regional level (Länder) and sub-regional level (Regionalkreisen). The Association is member of GEEF.
- The Family Business Network Deutschland is the German member of FBN International. It was set up in 2000.
- The Stiftung Familienunternehmen/Family Business Foundation is a Europe-wide initiative of leading family businesses.

No horizontal business organisation at national level has been identified that represent specifically the high-tech/high-growth enterprises. One organisation has been found that acts at regional level: the Verband Innovativer Unternehmen/the Organisation of Innovative Enterprises (VIU). It is active in the Eastern German Länder, i.e. Mecklenburg-Vorpommern, Brandenburg, Berlin, Sachsen, Sachsen-Anhalt and Thüringen.

<b>Germany</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Deutscher Industrie- und Handelskammertag (DIHK)	<a href="http://www.dihk.de">www.dihk.de</a>
Bundesvereinigung der Deutschen Arbeitgeberverbände e.V. (BDA)	<a href="http://www.arbeitgeber.de">www.arbeitgeber.de</a>
Bundesverband mittelständische Wirtschaft (BVMW)	<a href="http://www.BVMW.de">www.BVMW.de</a>
Bundesverband der Selbständigen - Deutscher Gewerbeverband (BDS/DGV) e.V.	<a href="http://www.bds-dgv.de">www.bds-dgv.de</a>
Union Mittelständischer Unternehmen e.V.	<a href="http://www.umu.de">www.umu.de</a>
Verband Selbständiger und Gewerbetreibender - Bundesverband unternehmerischer Mittelstand e.V.	<a href="http://www.vsq-verband.de">www.vsq-verband.de</a>
Deutscher Mittelstands-Bund e.V.	<a href="http://www.dmb-ev.de">www.dmb-ev.de</a>
Europaverband der Selbständigen, Bundesverband Deutschland - CEDI,	<a href="http://www.bvd-cedi.de">www.bvd-cedi.de</a>
Bundesverband der Deutschen Industrie e.V. (BDI) (Federation of German Industries)	<a href="http://www.bdi.eu/mittelstand">www.bdi.eu/mittelstand</a>
Bundesverband der Freien Berufe (BFB) (German Federal Association of Liberal Professions)	<a href="http://www.freie-berufe.de">www.freie-berufe.de</a>
Deutscher Arbeitgeber-Verband Haus der Selbständigen	<a href="http://www.dav-ev.de">www.dav-ev.de</a>
<b>Co-operatives and social economy enterprises</b>	
Deutscher Genossenschafts- und Raiffeisenverband e.V. (DGRV)	<a href="http://www.dgrv.de">www.dgrv.de</a>
AWO Arbeiterwohlfahrt Bundesverband e.V.	<a href="http://www.awo.org">www.awo.org</a>
Bundesverband Deutscher Stiftungen e.V.	<a href="http://www.stiftungen.org">www.stiftungen.org</a>
Bundesarbeitsgemeinschaft der Freiwilligenagenturen (bagfa e.V.)	<a href="http://www.bagfa.de">www.bagfa.de</a>
Bundesnetzwerk Bürgerschaftliches Engagement (BBE)	<a href="http://www.b-b-e.de">www.b-b-e.de</a>

<b>Craft enterprises</b>	
Zentralverband des Deutschen Handwerks (ZDH) (The German Confederation of Skilled Crafts)	<a href="http://www.zdh.de">www.zdh.de</a>
<b>Enterprises run by entrepreneurs from ethnic minorities</b>	
Unternehmer ohne Grenzen e.V.	<a href="http://www.unternehmer-ohne-grenzen.de">www.unternehmer-ohne-grenzen.de</a>
<b>Enterprises run by women entrepreneurs</b>	
Schöne Aussichten - Verband selbständiger Frauen e.V.	<a href="http://www.schoene-aussichten.de">www.schoene-aussichten.de</a>
Verband deutscher Unternehmerinnen (VdU) e. V.	<a href="http://www.vdu.de">www.vdu.de</a>
<b>Enterprises run by young entrepreneurs</b>	
Die Jungen Unternehmer -BJU (Association of Young Entrepreneurs)	<a href="http://www.bju.de">www.bju.de</a>
Wirtschaftsjunioren Deutschland e.V. (WJD) (Junior Chamber International, German Chapter)	<a href="http://www.wjd.de">www.wjd.de</a>
<b>Family businesses</b>	
Die Familienunternehmer - ASU (The Association of Family Entrepreneurs - ASU)	<a href="http://www.familienunternehmer.eu">www.familienunternehmer.eu</a>
Stiftung Familienunternehmen	<a href="http://www.familienunternehmen.de">www.familienunternehmen.de</a>
F.B.N. Family Business Network	<a href="http://www.fbn-deutschland.de">www.fbn-deutschland.de</a>

Similar as in Belgium, Spain and the United Kingdom, also in Germany horizontal organisations were identified only active at regional (Länder) level. However, all organisations identified, were affiliates of organisations active at nationale level. Therefore these organisations have not been presented separately.

#### 4.12 Greece

<b>Greece</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	845,748	2007	2,575,084	2007
SMEs in general	845,265	2007	2,099,854	2007
Craft enterprises	150,000 (Approx.)		n/a	
Women entrepreneurs	95 (Approx.)		n/a	
Social enterprises	20,753	2003	n/a	
Cooperatives	5,827	2008	n/a	2008
Mutual societies	n/a		n/a	
Associations of voluntary organisations	2,082	2007	n/a	
Foundations	180 (Approx.)	2007	n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Chambers of Small and Medium Sized Industries, Greek Ministry of Economy and Finance, National Centre of Social Research.

In Greece, 845,748 SMEs are active and this corresponds to 99.9% of the business sector (845,265 enterprises). These SMEs provide more than 2 million jobs or 81% of the total employment.

In Greece, two horizontal business organisations have been found that cover all categories of enterprises:

- The Hellenic Federation of Enterprises (SEV) was established in 1907. Business organisations and enterprises can become a member. Members are con-



sulted via a business panel and the Internet. The Federation is member of BUSINESSEUROPE and has an office in Brussels.

- The Union of Hellenic Chambers of Commerce & Industry was established in 2005. Business organisation as well as enterprises can become a member. The Union has an office in Brussels and is a member of Eurochambres.

No horizontal business organisation has been found that specifically covers the SME sector. One organisation is identified that covers enterprises in the craft sector. Approximately 150,000 enterprises are active in the craft sector. These enterprises are represented by the Hellenic Confederation of Professionals, Craftsmen and Merchants (GSEVEE). The Confederation was set up in 1919. Only business organisations can become (voluntary) members. The Confederation is member of UEAPME and has an office in Brussels.

One horizontal business organisation for young entrepreneurs has been identified: the Federation of Hellenic Association of Young Entrepreneur (OESYNE). The Association was set up in 2001 and is member of Yes for Europe.

Approximately, 95,000 women entrepreneurs are active in Greece. Two organisations have been identified that represent women entrepreneurs:

- The Greek Association of Women Entrepreneurs was founded in 1997 and individual enterprises can become members.
- The National Chamber Network of Women Entrepreneurs employs 52 employees and was set up in 2003. Only business organisations can become members which is voluntary. The Chamber reports that they are a member of Eurochambres (through the Union of Hellenic Chambers of Commerce & Industry).

No business organisations for family businesses and enterprises in the social economy and high-growth/high-tech enterprises have been identified.

<b>Greece</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
SEV Hellenic Federation of Enterprises	<a href="http://www.sev.org.gr">www.sev.org.gr</a>
Union of Hellenic Chambers of Commerce & Industry	<a href="http://www.uhc.gr">www.uhc.gr</a>
<b>Craft enterprises</b>	
Hellenic Confederation of Professionals, Craftsmen and Merchants (GSEVEE)	<a href="http://www.gsevee.gr">www.gsevee.gr</a>
<b>Enterprises run by women entrepreneurs</b>	
Greek Association of Women Entrepreneurs	<a href="http://www.sege.gr">www.sege.gr</a>
National Chamber Network of Women Entrepreneurs	<a href="http://www.qrcwn.gr">www.qrcwn.gr</a>
<b>Enterprises run by young entrepreneurs</b>	
Federation of Hellenic Associations of Young Entrepreneur OESYN.E	<a href="http://www.esyne.gr">www.esyne.gr</a>

#### 4.13 Hungary

<b>Hungary</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	562,523	2007	2,496,658	2007

SMEs in general	561,670	2007	1,752,262	2007
Craft enterprises	n/a		n/a	
Women entrepreneurs	210,000	2007	575,000	2007
Social enterprises	545	2007	5,501	2007
Cooperatives	2,800	2007	50,000	2007
Mutual societies	5,000 *	2006	10,000 *	2006
Associations of voluntary organisations	30,000	2006	15,000 *	2006
Foundations	n/a		n/a	

\* Calculated data

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, SEED Foundation, Research on Social Enterprises. Attila Petheő, Ph.D. student, Small Business Development Centre, Corvinus University of Budapest, Hungarian Central Statistical Office.

In Hungary around 560,000 SMEs are active, which is 99.9% of the business sector. The SME sector provides more than 1.7 million jobs.

Four horizontal business organisations have been identified that cover SMEs as well as large enterprises:

- The Magyar Kereskedelmi és Iparkamara/Hungarian Chamber of Commerce and Industry was set up in 1994. Membership is voluntary. The organisation has an office in Brussels and has become a member of Eurochambres.
- The Munkaadók és Gyáriparosok Országos Szövetsége/the Confederation of Hungarian Employers and Industrialists (MGYOSZ). Business organisations and enterprises can join the federation are members. Members are consulted via Internet and through a business panel. The Confederation is a member of BUSINESSEUROPE.
- Magyar Iparszövetség/Hungarian Industrial Association (OKISZ) was established in 1920. It is a national organization of employers voluntarily formed by its member associations in order to represent and protect social and economic interests of its members. OKISZ is a member of UEAPME.
- Vállalkozók és Munkáltatók Országos Szövetsége/National Association of Entrepreneurs and Employers (VOSZ). VOSZ was established in 1988 under the name of Vállalkozók Országos Szövetsége (National Association of Entrepreneurs) as a non-governmental, politically neutral nation-wide economic organisation representing enterprises of all sectors. VOSZ is linked to Munkaadók és Gyáriparosok Országos Szövetsége/the Confederation of Hungarian Employers and Industrialists (MGYOSZ), which is a member of BUSINESSEUROPE.

Kereskedők és Vendéglátók Országos Érdekképviselői Szövetsége KISOSZ was established in 1947. KISOSZ is a member of UEAPME.

One horizontal business organisation had been identified that covers craft enterprises and SMEs: Ipartestületek Országos Szövetsége/Hungarian Association of Craftsmen's Corporations (IPOSZ). The Association was set up in 1876 and re-founded in 1990. Membership is voluntary. IPOSZ is a member of UEAPME.

Around 2,800 cooperatives are active in Hungary providing 50,000 jobs. One organisation has been identified that covers part of this group of the social economy, viz. the consumer co-operatives. The Általános Fogyasztási Szövetkezetek és Kereskedelmi Társaságok Országos Szövetsége (AFEOSZ)/National Federation

of Consumer Co-operatives and Trade Associations (CO-OP HUNGARY) was set up in 1948.

There are around 210,000 women entrepreneurs active in Hungary, providing more than 575,000 jobs. One horizontal business organisation has been identified which caters for this category of enterprise. The Magyar Üzletasszonyok Egyesülete/Public Association of Hungarian Women Entrepreneurs was established in 1994.

Young entrepreneurs can become member of the Ifjú Vállalkozók Magyarországi Szövetsége/Hungarian Association of Young entrepreneurs - YES for Hungary. YES for Hungary was founded in 2007 and is a member of Yes for Europe.

No business organisations have been identified for; entrepreneurs from ethnic minorities, high-growth/high-tech enterprises or family businesses.

<b>Hungary</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Magyar Kereskedelmi és Iparkamara (Hungarian Chamber of Commerce and Industry)	<a href="http://www.mkik.hu">www.mkik.hu</a>
Munkaadók és Gyáriparosok Országos Szövetsége (Confederation of Hungarian Employers and Industrialists)	<a href="http://www.mgyvosz.hu">www.mgyvosz.hu</a>
Vállalkozók és Munkáltatók Országos Szövetsége/National Association of Entrepreneurs and Employers (VOSZ).	<a href="http://www.vosz.hu">www.vosz.hu</a>
Magyar Iparszövetség (OKISZ) (Hungarian Industrial Association)	<a href="http://www.okisz.hu">www.okisz.hu</a>
Kereskedők és Vendéglátók Országos Érdekképviseleti Szövetsége KISOSZ	<a href="http://www.kisosz.hu">www.kisosz.hu</a>
<b>Co-operatives and social economy enterprises</b>	
Általános Fogyasztási Szövetkezetek és Kereskedelmi Társaságok Országos Szövetsége) AFEOSZ	<a href="http://www.afeosz.hu">www.afeosz.hu</a>
<b>Craft enterprises</b>	
Hungarian association of craftsmen's corporations (IPOSZ)	<a href="http://www.iposz.hu">www.iposz.hu</a>
<b>Enterprises run by women entrepreneurs</b>	
Magyar Üzletasszonyok Egyesülete (Public Association of Hungarian Woman Entrepreneurs)	<a href="http://www.uzletasszonyokegyesulete.hu">www.uzletasszonyokegyesulete.hu</a>
<b>Enterprises run by young entrepreneurs</b>	
Ifjú Vállalkozók Magyarországi Szövetsége- Yes for Hungary (Hungarian Association of Young Entrepreneurs)	<a href="http://www.yes.org.hu">www.yes.org.hu</a>

#### 4.14 Ireland

<b>Ireland</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	92,061	2007	1,050,490	2007
SMEs in general	91,585	2007	701,499	2007
Craft enterprises	1,600	2007	n/a	
Women entrepreneurs	n/a		n/a	
Social enterprises	355	2003	2,257	2003
Cooperatives	1,541	2008	36,638	2008

Mutual societies	n/a		n/a	
Associations of voluntary organisations	14,598	2007	n/a	
Foundations	n/a		n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Members of Craft Council of Ireland, An evaluation of the Social Economy Programme published in 2003 (WRC Social and Economic Consultants), Register of Friendly Societies, Irish Financial Services Regulatory Authority, Irish Co-operative Organisation Society Limited, Companies Registration Office.

In Ireland, 99.5% of the 92,000 enterprises are SMEs and they provide around 700,000 jobs.

Chambers Ireland is the representative body for the 60 chambers of commerce in Ireland whose membership comprises enterprises covering all categories of enterprises (SMEs and large enterprises). Membership of a chamber of commerce is voluntary in Ireland. Chambers Ireland was set up 1930 and is member of Euro-chambres.

The second organisation representing all Irish enterprises is the Irish Business and Employers Confederation IBEC. IBEC was set up in 1993. Its membership includes enterprises as well as business organisations. IBEC has an office in Brussels and is member of BUSINESSEUROPE.

There are two main organisations which represent the SME sector in Ireland.

- The Small Firms Association (SFA) is an independent sectoral affiliate of Ireland's main employer organisation, the Irish Business and Employers' Confederation (IBEC). SFA was set up in 1974. The Association covers the small enterprises (i.e. those employing less than 50 employees). Both business organisations and enterprises can become a member. The organisation is member of UEAPME.
- The second main SME representative organisation is the Irish Small and Medium Enterprises Association (ISME), which is dedicated to representing a broad range of private sector SMEs (excluding agriculture). ISME, which was formed in 1993 and covers business organisations and enterprises. ISME is a member of UEAPME.

The John C Kelleher Family Business Centre supports family business in Ireland. The centre is setup by University College Cork.

For the other categories of enterprise distinguished in this study no significant horizontal business organisations have been identified.

<b>Ireland</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Small Firms Association	<a href="http://www.sfa.ie">www.sfa.ie</a>
Irish Small and Medium Enterprises Association	<a href="http://www.isme.ie">www.isme.ie</a>
Chambers Ireland	<a href="http://www.chambers.ie">www.chambers.ie</a>
Irish Business and Employers' Confederation (IBEC)	<a href="http://www.ibec.ie">www.ibec.ie</a>
<b>Family Businesses</b>	
John C Kelleher Family Business Centre	<a href="http://www.ucc.ie/en/mgt/JohnCKelleherFamilyBusinessCentre/">http://www.ucc.ie/en/mgt/JohnCKelleherFamilyBusinessCentre/</a>

#### 4.15 Italy

Italy				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	3,940,509	2007	15,424,070	2007
SMEs in general	3,937,495	2007	12,540,490	2007
Craft enterprises	1,494,517	2007	3,250,808	2001
Women entrepreneurs	1,238,301	2007	1,238,301	2007
Social enterprises	235,232	2001	488,523	2001
Cooperatives	62,253	2006	837,024	2003
Mutual societies	3	2008	n/a	
Associations of voluntary organisations	n/a		n/a	
Foundations	4,720	2005	156,251	2005

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Movimprese, Unioncamere observatory of female entrepreneurs, ISTAT (Italian institute of statistics), CIRIEC (International Centre of research and information on public, social and cooperative economy), Tagliacarne Institute, ANIA (National Association among Insurance Enterprise).

In Italy around 3,941,000 enterprises are active; of these, around 3,937,000 are SMEs, providing 12.5 million jobs.

Four horizontal business organisations have been identified that represent enterprises of all categories:

- The Unioncamere/Association of Italian Chambers of Commerce, Industry, Craft and Agriculture includes SMEs as well as large enterprises. The Association was set up in 1901. Business organizations as well as individual enterprises are members. Membership of the Chambers is compulsory. Unioncamere has an office in Brussels and is member of Eurochambres.
- Confederazione Generale dell'Industria Italiana/Confederation of Italian Industry (Confindustria) was founded in 1910. Business organizations and enterprises (of all sizes) can join voluntarily. The Confederation is member of BUSINESSEUROPE.
- The Confederazione Italiana Esercenti Attività Commerciali Turistiche e dei Servizi/Italian Confederation of Trade, Tourism, and Services (Confesercenti) was founded in 1974. The activities are aimed at enterprises in trade, tourism, services, and craft. Business organisations as well as individual enterprises may join the Confederation. The Confederation is a member of UEAPME and has an office in Brussels.
- The Confederazione Europea Piccole Imprese/European Confederation of Small Enterprises (CEPI-UCI) covers the small and medium-sized enterprises. The organisation was set up in 2007. Business organisations and enterprises can join voluntarily.

Three horizontal business organisations have been found that are specifically aimed at SMEs:

- The Confederazione Nazionale Delle Piccole Industrie/National Confederation of Small Industries (Confapi). Confapi specifically aims at small and medium-sized enterprises (SMEs). The Confederation was set up in 1947. Only business organisations can become members. The Confederation has an office in Brussels and is member UEAPME.

- The Unione Nazionale di Imprese/National Union of Enterprises (Unimpresa) represents economical and financial interests of small and medium-sized enterprises (SMEs). The organisation was set up in 1992. Business organisations (200) as well as enterprises can become voluntary members. The organisation did not join any of the major European business organisations.
- Confartigianato was set up in 1946. Members are individual enterprises and membership is voluntary. Confartigianato is member of UEAPME.

There are almost 1.5 million enterprises in the craft sector. Two horizontal business organisations have been identified that specifically aim at the enterprises in the craft sector and the very small enterprises:

- The Confederazione Nazionale dell'Artigianato e della Piccola e Media Impresa/National Confederation of Craft and Small and Medium Sized Enterprises (CNA) was established in 1946. Enterprises can become a member of the Confederation and CNA is member UEAPME and has an office in Brussels.
- The Confederazione Nazionale Autonoma Artigiani Piccoli e Medi Imprenditori/ National Autonomous Artisans and Small Medium Enterprises Confederation (CAPIMED) was founded in 2003 by a group of entrepreneurs operating in the areas of trade, agriculture, services and crafts. Both business organisations and enterprises can become voluntary members. CAPIMED has an office in Brussels.

The Confederazione Italiana Lavoratori Artigiani/Italian Confederation of Craftsmen (CILA) is a national confederation which aims to protect the interests of craft enterprises. It was founded in 1985. The organisation does not have an office in Brussels and did not join any of the major European business organisations.

The Confederazione Autonoma Sindacati Artigiani/ Autonomous Confederation of Craftsmen Trade Unions (Casartigiani) was founded in 1958 and represents Italian Craftsmen in relations to institutions, administrations, economic political social organizations.

Several horizontal organisations have been identified that cover part of the social economy in particular the co-operatives. In total 62,253 co-operatives are active in Italy, providing almost 840,000 jobs.

- The Cooperative e Mutue/National League of Cooperatives and Mutuals (Legacoop), established in 1886, represents the co-operatives. Both organisations as well as individual cooperatives can join voluntarily. The league is member of Cooperative Europe.
- The Unione Nazionale Cooperative Italiane/National Cooperative Union of Italy U.N.C.I was founded in 1971.
- The Confederazione Cooperative Italiane/Italian Cooperative Confederation (Confcooperative) was established in 1919 and it comprises of cooperatives working in almost all economic sectors. It is divided into regional, provincial and inter-provincial unions.
- The Associazione Generale Cooperative Italiane/Italian General Cooperative Association (AGCI) was founded in 1952.

One business organisation has been found that targets women entrepreneurs. The Associazione Imprenditrici e Donne Dirigenti d'Azienda/Entrepreneurs and Women Business Managers Association (AIDDA) promotes women's entrepre-

neurship in almost all the 101 Italian Chambers of Commerce, as well as in all the local industrialists' Associations. AIDDA was set up in 1961 and is a member of the European Women's Lobby (EWL).

Some of the large business organisations have specific departments aimed at women entrepreneurs. Examples are Unimpresa, CNA and Confartigianato.

The Unione Nazionale Giovani Imprenditori di Unimpresa/National Union of Young Entrepreneurs of Unimpresa focuses on enterprises run by young entrepreneurs.

Confartigianato has a specific department that focuses on young entrepreneurs (Confartigianato giovani imprenditori). The same holds for CNA, Confapi, Unimpresa (Unione Nazionale Giovani Imprenditori di Unimpresa/National Union of Young Entrepreneurs of Unimpresa) and Unioncamere.

One horizontal organisation has been identified that focuses on family businesses: the Associazione Italiana delle Aziende Familiari/Italian Association of Family Firms (AIdAF). It is a non-profit association founded in 1997 and made up of family businesses and family business members. Only individual enterprises can become members. The Association is member of GEEF.

No business organisation has been identified for the high-growth/high-tech enterprises.

Italy	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Confederazione Generale dell'Industria Italiana (Confindustria)	<a href="http://www.confindustria.it">www.confindustria.it</a>
Confederazione Nazionale dell'Artigianato e della Piccola e Media Impresa (CNA)	<a href="http://www.cna.it">www.cna.it</a>
Confederazione Europea Piccole Imprese (CEPI-UCI) (European Confederation of Small-sized Enterprises)	<a href="http://www.cepi-uci.it">www.cepi-uci.it</a>
Confederazione nazionale delle piccole industrie (Confapi)	<a href="http://www.confapi.org">www.confapi.org</a>
Confederazione Nazionale Autonoma Artigiani Piccoli e medi Imprenditori (CAPIMED) (National Confederation Piccoli Autonomous Artisans and medium entrepreneurs)	<a href="http://www.capimed.it">www.capimed.it</a>
Unimpresa	<a href="http://www.inimpresa.it">www.inimpresa.it</a>
Confederazione Italiana Esercenti Attività Commerciali Turistiche e dei Servizi (Confesercenti)	<a href="http://www.confesercenti.it">www.confesercenti.it</a>
Unioncamere	<a href="http://www.unioncamere.it">www.unioncamere.it</a>
Confartigianato	<a href="http://www.confartigianato.it">www.confartigianato.it</a>
<b>Co-operatives and social economy enterprises</b>	
Lega Nazionale Cooperative e Mutue (National League of Cooperatives and Mutuals)	<a href="http://www.legacoop.coop">www.legacoop.coop</a>
Unione Nazionale Cooperative Italiane (UNCI)	<a href="http://www.unci.org">www.unci.org</a>
Confcooperative	<a href="http://www.confcooperative.it">www.confcooperative.it</a>
Associazione generale cooperative italiane (AGCI)	<a href="http://www.agci.it">www.agci.it</a>
<b>Craft enterprises</b>	
Confederazione Italiana Lavoratori Artigiani (CILA)	<a href="http://www.cilanazionale.org">www.cilanazionale.org</a>
Confederazione Autonoma Sindacati Artigiani (CASARTIGIANI)	<a href="http://www.casartigiani.org">www.casartigiani.org</a>
<b>Enterprises run by women entrepreneurs</b>	
AIDDA, Associazione Imprenditrici e Donne Dirigenti d'Azienda (Women Entrepreneurs Association)	<a href="http://www.aidda.org">www.aidda.org</a>

<b>Enterprises run by young entrepreneurs</b>	
L'Unione Nazionale Giovani Imprenditori di Unimpresa	<a href="http://www.unimpresa.it">www.unimpresa.it</a>
<b>Family businesses</b>	
Associazione Italiana delle Aziende Familiari (AIDAF)	<a href="http://www.aidaf.it">www.aidaf.it</a>

#### 4.16 Latvia

<b>Latvia</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	78,987	2007	741,237	2007
SMEs in general	78,733	2007	571,999	2007
Craft enterprises	n/a		n/a	
Women entrepreneurs	202	2003	n/a	
Social enterprises	n/a		n/a	
Cooperatives	n/a		n/a	
Mutual societies	n/a		n/a	
Association of voluntary organisations	n/a		n/a	
Foundations	5,312	2006	n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Organisation LIDERE, Latvijas Fakti, 2003, (<http://www.politika.lv/index.php?f=329>), Central Statistical Bureau of Latvia, 2006. [www.csb.gov.lv](http://www.csb.gov.lv)

There are around 80,000 enterprises active in Latvia of which 99.7% are SMEs. These SMEs are responsible for 570,000 jobs.

Four organisations have been identified that represent the SME sector in general:

- The Latvian Chamber of Commerce and Industry/Latvijas Tirdzniecības un rūpniecības kamera was founded in 1934. Only business organisations can become a member. Membership of the Chamber is voluntary. At the European level, the Chamber of Commerce is a member of a Eurochambres.
- The Latvian Confederation of Small and Medium-sized Enterprises/Latvijas mazo un vidējo uzņēmēju konfederācija is an umbrella organisation of business organisations. Membership of the Confederation is voluntary.
- The Employers Confederation of Latvia/Latvijas Darba devēju konfederācija is an umbrella organisation which serves business organisations. The Confederation was founded in 1993 and is a member of BUSINESSEUROPE.

The craft sector is represented by one business organisation: Latvijas Amatniecības kamer/Latvian Chamber of Crafts (LCC). It was founded in 1935. The Chamber of Crafts has business organisations and enterprises as members. Membership of the Chamber is voluntary. The Chamber is a member of UEAPME.

The co-operatives can become member of the Latvian Central Co-operative Union.

No business organisations are identified in which the other categories of enterprises distinguished in this study are organised.



<b>Latvia</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Latvijas Tirdzniecības un rūpniecības kamera (Latvian Chamber of Commerce and Industry)	<a href="http://www.chamber.lv">www.chamber.lv</a>
Latvijas mazo un videjo uzņēmēju konfederācija (Latvian Confederation of SMEs)	<a href="http://www.lmvuk.lv">www.lmvuk.lv</a>
Latvijas Darba devēju konfederācija (Employers' Confederation of Latvia)	<a href="http://www.lddk.lv">www.lddk.lv</a>
<b>Co-operatives and social economy enterprises</b>	
Latvian Central Co-operative Union	<a href="http://www.csturiba.lv">www.csturiba.lv</a>
<b>Craft enterprises</b>	
Latvijas Amatniecības kamera (The Latvian Chamber of Crafts)	<a href="http://www.lak.lv">www.lak.lv</a>

#### 4.17 Lithuania

<b>Lithuania</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	122,756	2007	971,505	2007
SMEs in general	122,408	2007	720,050	2007
Craft enterprises	n/a		n/a	
Women entrepreneurs	n/a		n/a	
Social enterprises	26	2004	1,500	2004
Cooperatives	1,121	2008	n/a	2008
Mutual societies	249	2008	n/a	
Associations of voluntary organisations	10,229	2008	n/a	
Foundations	222	2008	n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, "Study on Practices and Policies in the Social Enterprise Sector in Europe", Austrian Institute for SME Research, Vienna 2007

(<http://ec.europa.eu/enterprise/entrepreneurship/coop/projects-studies/project5.htm>), Estimate based on Baltic International Centre for Economic Policy Studies.

Around 99.7% of the enterprises active in Lithuania are SMEs. These SMEs provide around 700,000 jobs.

One organisation is identified, representing enterprises of all size classes, with a special focus on large industrialist:

- Lietuvos pramonininkų konfederacija/the Lithuanian Confederation of Industrialists was established in 1992. The Confederation is an umbrella organisation of business organisations. Membership of the Confederation is voluntary. The Confederation has an office in Brussels and is a member of BUSINESSEUROPE.

The SMEs have organised themselves in two business organisations:

- Lietuvos verslo darbdavių konfederacija/the Lithuanian Business Employers' Confederation (LVDK) was established in 1999 and only business organisations can become a member. The confederation is a member of UEAPME and has an office in Brussels.
- Lietuvos prekybos, pramonės ir amatų rūmų asociacija/the Association of Lithuanian Chambers of Commerce, Industry and Crafts is a member of Euro-

chambres. The Association consists of five regional Chambers and is a member of Eurochambres.

Most important business organisations in Lithuania are LVDK, the Chambers and the Confederation of Industrialists.

Lietuvos profesinių sąjungų konfederacijos Moterų Centras/the Lithuanian Trade Union Confederation Women Centre (LPSK,) was set up in 2002. It comprises branches of trade unions. Besides a women centre, LPSK also has a youth centre. The youth centre unites all members until they are 35 years old. LPSK women centre focuses on women issues as such, not specifically enterprises led by women.

No organisations are identified for the other categories of enterprises distinguished.

<b>Lithuania</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Lietuvos verslo darbdavių konfederacija (Lithuanian Business Employers' Confederation)	<a href="http://www.lvdk.eu">www.lvdk.eu</a>
Lietuvos prekybos, pramonės ir amatų rūmų asociacija (Lithuanian Chambers of Commerce, Industry and Crafts (ALCCIC))	<a href="http://www.chambers.lt">www.chambers.lt</a>
Lietuvos pramonininkų konfederacija (Lithuanian Confederation of Industrialists)	<a href="http://www.lpk.lt">www.lpk.lt</a>
<b>Enterprises run by women entrepreneurs</b>	
Lietuvos profesinių sąjungų konfederacijos Moterų Centras	<a href="http://www.lpsk.lt">www.lpsk.lt</a>

#### 4.18 Luxembourg

<b>Luxembourg</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	24,475	2007	224,400	2007
SMEs in general	24,372	2007	142,487	2007
Craft enterprises	4,544	2007	59,735	2007
Women entrepreneurs	4,650	2007	34,420	2007
Social enterprises	130	2004	6,500	2004
Cooperatives	51	2007	1,376	2007
Mutual societies	20 (Approx.)		n/a	
Associations of voluntary organisations	117	2005	3,079	2005
Foundations	100 (Approx.)		n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.  
Source: EIM Business & Policy Research, *Chambre des Métiers du Grand-Duché de Luxembourg*, *Statec (Service central de la statistique et des études économiques)* and CRP Henri Tudor, "Study on Practices and Policies in the Social Enterprise Sector in Europe", Austrian Institute for SME Research, Vienna 2007 (<http://ec.europa.eu/enterprise/entrepreneurship/coop/projects-studies/project5.htm>), *Statec*, *Estimation by Chambre des Métiers du Grand-Duché de Luxembourg*.

Approximately 24,500 enterprises are active in Luxembourg of which 99.6% are SMEs and these enterprises are responsible for 63% of the employment.

The Confédération Luxembourgeoise du Commerce (CLC) is the representative of business federations which represent the sectors of commerce, transport and services. The Confederation joined Eurochambres.

The Fedil - Business Federation of Luxembourg was founded in 1918 and represents SMEs and large enterprises in manufacturing, construction and services. Fedil is member of BUSINESSEUROPE and has its own office in Brussels.

Chambre de Commerce Luxembourg (CDC) was established in 1841. CDC covers all sectors, except agriculture and crafts.

One organisation is identified that represents part of the social economy viz. the voluntary organisations and foundations: l'Association du Bénévolat Luxembourg/Association of Voluntary organisations Luxembourg. The Association aims to promote voluntary initiatives by providing their members with material support and advice. The organisation is member of the European Volunteer Centre (CEV).

There are around 4,500 craft enterprises active and they provide almost 60,000 jobs. Two horizontal business organisations have been identified that represent enterprises in the craft sector:

- The Chambre des Métiers du Grand-Duché de Luxembourg/Luxembourg Chamber of Skilled Crafts was set up in 1924. The Chamber represents the craft enterprises and membership is compulsory. The Chamber is member of UEAPME.
- The Fédération des Artisans/Federation of Craft covers business organisations representing craft enterprises. The Federation was founded in 1905. It is the successor to the Allgemeinen Handwerkerverband. The Federation has joined UEAPME.

One organisation has been identified that represents women entrepreneurs: the Fédération des Femmes Cheffes d'Entreprises du Luxembourg/Federation of Female entrepreneurs of Luxembourg (FFCEL). FFCEL was founded in 2004. The Federation attends to the interests of women entrepreneurs and tries to reinforce their role and position in the economy.

One organisation has been identified that represents young entrepreneurs, the Fédération des Jeunes Dirigeants d'Entreprise de Luxembourg/Federation of Young Entrepreneurs of Luxembourg (FJD). It offers to its members a platform for meetings, exchanges and initiatives. It organises conferences and business visits.

No business organisations have been set up for the other categories of enterprises distinguished in this study.

<b>Luxembourg</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Confédération Luxembourgeoise du Commerce	<a href="http://www.clc.lu">www.clc.lu</a>
Fedil - Business Federation Luxembourg	<a href="http://www.fedil.lu">www.fedil.lu</a>

Chambre de Commerce Luxembourg (CDC)	<a href="http://www.cc.lu">www.cc.lu</a>
<b>Co-operatives and social economy enterprises</b>	
Association du du Bénévolat Luxembourg	<a href="http://www.benevolat.lu">www.benevolat.lu</a>
<b>Craft enterprises</b>	
Chambre des Métiers du Grand-Duché de Luxembourg (Chamber of Skilled Craft Trades of the Grand-Duchy of Luxembourg)	<a href="http://www.cdm.lu">www.cdm.lu</a>
Fédération des Artisans	<a href="http://www.fda.lu">www.fda.lu</a>
<b>Enterprises run by women entrepreneurs</b>	
Fédération des Femmes Cheffes d'Entreprises du Luxembourg (FFCEL)	<a href="http://www.ffcel.lu">www.ffcel.lu</a>
<b>Enterprises run by young entrepreneurs</b>	
Fédération des Jeunes Dirigeants d'Entreprise de Luxembourg	-

#### 4.19 Malta

<b>Malta</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	34,991	2007	142,875	2007
SMEs in general	34,849	2007	93,566	2007
Craft enterprises	n/a		n/a	
Women entrepreneurs	n/a		n/a	
Social enterprises	265	2007	331	2007
Cooperatives	49	2007	356	2007
Mutual societies	n/a		n/a	
Associations of voluntary organisations	n/a		n/a	
Foundations	n/a		n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, National Statistics Office Malta

In Malta there are about 35,000 active SMEs and this corresponds to well over 99% of the total number of enterprises. These SMEs provide nearly 94,000 jobs or 65% of total private employment.

There are several organisations identified that represent the SMEs sector in general:

- The Malta Chamber of SMEs was established in 1948 and is an Association of the General Retailers and Traders (GRTU). It is Malta's national organisation of independent private businesses. Established originally as a shop-owners union, today GRTU represents a wide cross section of proprietor managed enterprises. GRTU is member of UEAPME.
- The Malta Chamber of Commerce and Enterprise was founded in 1848. Membership is open to individual enterprises (merchants, bankers, manufacturers) and organisations. The Chamber has an office in Brussels and is member of Eurochambres.
- The Malta Federation of Industry (FOI) was founded in 1946. It is an independent organisation representing the interests of employers in the manufacturing and services sectors in Malta. FOI is a member of BUSINESSEUROPE.
- The Malta Federation of Industry (FOI) and the Malta Chamber of Commerce and Enterprise have recently merged. The new name is Malta Chamber of Commerce, Enterprise and Industry (MCCEI). MCCEI is a member of BUSINESSEUROPE and Eurochambres.

- The Malta Employers' Association (MEA) was formed in 1965 following the amalgamation of the Association of Employers and the Malta Employers' Confederation. The Malta Employers' Association is a constituted body which brings together employers from all sectors of industry and commerce in Malta.

In Malta, co-operatives can become member of the Organisation of Maltese Co-operatives (APEX). APEX is set up in 2001 to represent and promote the co-operative movement in the Maltese Islands. Apex is a member of the International Co-operative Alliance (ICA), COPA COGECA and Europeche.

Two organisations have been identified that represent women entrepreneurs:

- The Foundation for Women Entrepreneurs was set up in 2001. Organisations as well as individual enterprises can become members of this voluntary membership organisation that was created in 2001.
- The Malta Association of Women in Business (MAWB) was founded in 1991 to promote an environment for women to grow and develop in their business and profession. MAWB is since 1992 a full member of Les Femmes Chefs d'Entreprises Mondiales.

<b>Malta</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Malta Chamber of SMEs (GRTU)	<a href="http://www.grtu.org.mt">www.grtu.org.mt</a>
Malta Chamber of Commerce, Enterprises and Industry (MCCEI)	<a href="http://www.chamber.org.mt">www.chamber.org.mt</a>
<b>Co-operatives and social economy enterprises</b>	
Organisation of Maltese Co-operatives (APEX)	<a href="http://www.apex.coop">www.apex.coop</a>
<b>Enterprises run by women entrepreneurs</b>	
Foundation for women entrepreneurs	<a href="http://www.women.org.mt">www.women.org.mt</a>
Malta Association of Women in Business	<a href="http://www.mawb.org">www.mawb.org</a>

#### 4.20 Netherlands

<b>Netherlands</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	520,901	2007	4,915,524	2007
SMEs in general	519,516	2007	3,309,196	2007
Craft enterprises	204,643	2007	566,504	2007
Women entrepreneurs	n/a		267,400	2005
Social enterprises	24	2003	n/a	
Cooperatives	1,165	2008	n/a	
Mutual societies	see cooperatives		see cooperatives	
Associations of voluntary organisations	22,925	2008	n/a	
Foundations	see associations		see associations	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Statistics Netherlands (CBS), Estimates EIM on the basis of Production Statistics of Statistics Netherlands (CBS), Smit en Minderhoud (2003); "Study on Practices and Policies in the Social Enterprise Sector in Europe", Austrian Institute for SME

*Research, Vienna 2007 (<http://ec.europa.eu/enterprise/entrepreneurship/coop/projects-studies/project5.htm>).*

In the Netherlands, well over 99% of the enterprises are SMEs and they provide some 3.3 million jobs, which is two thirds of all employment in private enterprises.

The SMEs are represented by three general organisations:

- MKB Nederland/SME The Netherlands is the lobby organisation for small and medium sized companies established in 1903. Trade organisations and regional or local associations of enterprises can join the organisation voluntary. MKB Nederland is a member of UEAPME.
- Vereniging VNO-NCW/the Confederation of Netherlands Industry and Employers (VNO-NCW) was established in 1996 as a merge of VNO (dating back to 1899) and NCW (dating back to 1892). Business organisations as well as individual enterprises (small and large) are voluntary members. VNO-NCW has its own office in Brussels and is a member of BUSINESSEUROPE.
- Kamer van Koophandel/the Netherlands Chamber of Commerce (KvK), established in 1803, manages the trade register and provides Dutch entrepreneurs with information, stimulates regional trade and industry and advises local and regional governments. The Chamber is a member of Eurochambres.

One organisation has been found that represents young entrepreneurs:

- Jong Management (JM). JM is an independent association with a link to VNO-NCW (see above). It was established in 1916. The target group consists of young entrepreneurs and managers within market driven organisations. Information is communicated through a variety of methods. JM is a member of Yes for Europe.

In addition one organisation is identified that covers part of the social economy:

- The Sociale Ondernemerskamer (Chamber of Social Entrepreneurs) was established in 2007. It is the national representative body of social entrepreneurs in the Netherlands.

In total about 200,000 enterprises are active in the craft sector and these enterprises provide more than 560,000 jobs. One organisation has been identified that is representing the craft sector:

- The Hoofdbedrijfschap Ambachten/the Dutch Board for Craft Trades (HBA) is a public organisation representing entrepreneurs and employees in the skilled craft trades. It was established in 1956. It covers affiliated trades and enterprises that are compulsory members.

No organisation has been identified specifically aimed at entrepreneurs from ethnic minorities.

Two organisations have been found that are set up by women entrepreneurs:

- Federatie Zakenvrouwen/Federation of Business Women was established in 2003. Only individual enterprises can become a member.
- The Unie van Vrouwelijke Ondernemers Nederland (UVON) is a union of seven regional networks of women entrepreneurs in the Netherlands, established in 2003. It is affiliated to the Federation of Business Women (Federatie Zakenvrouwen) and VNO-NCW.

Port4Growth is a platform for high-growth/high-tech enterprises was set up in 2004. Both organisations and individual enterprises can become a member.

FBNed (Vereniging Familiebedrijven Nederland, established in 1999) is an Association of Family Businesses in the Netherlands. Only individual enterprises that are controlled by one or a small number of families can become members. FBNed is member of the Family Business Network (FBN) and (GEEF).

<b>Netherlands</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
MKB Nederland	<a href="http://www.mkb.nl">www.mkb.nl</a>
Vereniging VNO-NCW (Confederation of Netherlands Industry and Employers VNO-NCW)	<a href="http://www.vno-ncw.nl">www.vno-ncw.nl</a>
Kamer van Koophandel (Chamber of Commerce)	<a href="http://www.kvk.nl">www.kvk.nl</a>
<b>Co-operatives and social economy enterprises</b>	
Sociale Ondernemerskamer (The Chambre of Social Entrepreneurs)	<a href="http://www.desocialeondernemerskamer.nl">www.desocialeondernemerskamer.nl</a>
<b>Craft enterprises</b>	
Hoofdbedrijfschap Ambachten (Dutch board for Craft Trades)	<a href="http://www.hba.nl">www.hba.nl</a>
<b>Enterprises run by women entrepreneurs</b>	
Federatie Zakenvrouwen	<a href="http://www.federatiezakenvrouwen.nl">www.federatiezakenvrouwen.nl</a>
UVON - Unie van vrouwelijke ondernemers Nederland	<a href="http://www.uvon.nl">www.uvon.nl</a>
<b>Young entrepreneurs</b>	
Jong Management	<a href="http://www.jongmanagement.nl">www.jongmanagement.nl</a>
<b>Family businesses</b>	
FBNed - Vereniging Familiebedrijven Nederland (FBN Netherlands)	<a href="http://www.fbned.nl">www.fbned.nl</a>
<b>High-growth/high-tech enterprises</b>	
Port 4 Growth	<a href="http://www.port4growth.nl">www.port4growth.nl</a>

#### 4.21 Poland

<b>Poland</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	1,519,200	2007	8,178,206	2007
SMEs in general	1,516,313	2007	5,709,798	2007
Craft enterprises	32,232	2005	355,762	2005
Women entrepreneurs	n/a		n/a	
Social enterprises	n/a		n/a	
Cooperatives	18,067	2008	n/a	
Mutual societies	9	2006	n/a	
Associations of voluntary organisations	83,166	2008	n/a	
Foundations	10,191	2008	n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Polish Craft Association, Polish Central Statistical Office

In Poland there are 1.5 million enterprises of which 99.8% are SMEs. These enterprises provide 8.2 million jobs.

The following horizontal business organisations have been identified that cover all categories of enterprise:

- Naczelna Rada Zrzeszeń Handlu i Usług was established in 1925. The organisation covers business organisations. Individual enterprises cannot join. The organisation is not a member of a European organisation and does not have a Brussels office.
- Polska Konfederacja Pracodawców Prywatnych Lewiatan/Polish Confederation of Private Employers Lewiatan (PKPP Lewiatan). The Confederation was set up in 1999 and business organisations as well as individual employers are members. The Confederation joined BUSINESSEUROPE.
- Konfederacja Pracodawców Polskich/Confederation of Polish Employers. This Confederation was set up in 1989. Both business organisations and entrepreneurs can become voluntary members. The Confederation is member of the European Centre of Enterprises with Public Participation and of Enterprises of General Economic Interest (CEEP).

The Krajowa Izba Gospodarcza/Polish Chamber of Commerce was established in 1990. Only business organisations can become members of the Chamber. The Chamber is a member of Eurochambres.

The Krajowa Rada Spółdzielcza (National Co-operative Council) (NCC) is set up by law in 1982 to cover the interests of co-operatives in Poland.

One horizontal business organisation has been identified, that represents the enterprises in the craft sector: Związek Rzemiosła Polskiego/Polish Craft Association (ZRP). Within the Polish Craft Association there are guilds and craft chambers. ZRP is the national organisation for craft enterprises. ZRP is a member of UEAPME.

One organisation has been found that covers enterprises run by women: the Polskie Stowarzyszenie Kobiet Biznesu/Polish Businesswomen's Association. The Association was set up in 2004. The Association is not a member of a European organisation.

Two horizontal business organisations have been identified in which family business are organised:

- The Biznes Rodzinny was set up in 2005 and is a member of FBNet.
- The Inicjatywa Firm Rodzinnych/Family Enterprises Initiative was set up in 2008 and business organisations as well as individual enterprises can become members. The organisation is not member of a European organisation.
- BNI Polska was set up in 1985. It has individual enterprises/entrepreneurs as member. The organisation is not a member of a European organisation.

No organisations have been identified for entrepreneurs from ethnic minorities, young entrepreneurs or for high-growth/high-tech enterprises.

Poland	
Organisation by category	Website
<b>Small and medium-sized enterprises</b>	
Naczelna Rada Zrzeszeń Handlu i Usług	<a href="http://www.kupiec.org.pl">www.kupiec.org.pl</a>
Polska Konfederacja Pracodawców Prywatnych Lewiatan (Polish Confederation of Private Employers Lewiatan)	<a href="http://www.pkpplewiatan.pl">www.pkpplewiatan.pl</a>
Konfederacja Pracodawców Polskich (Confederation of Polish Employers)	<a href="http://www.kpp.org.pl">www.kpp.org.pl</a>



Krajowa Izba Gospodarcza (Polish Chamber of Commerce)	<a href="http://www.kiq.pl">www.kiq.pl</a>
<b>Co-operatives and social economy enterprises</b>	
Krajowa Rada Spółdzielcza (National Co-operative Council) (NCC)	<a href="http://www.krs.com.pl">www.krs.com.pl</a>
<b>Craft enterprises</b>	
Związek Rzemiosła Polskiego ZRP (Polish Craft Association)	<a href="http://www.zrp.pl">www.zrp.pl</a>
<b>Enterprises run by women entrepreneurs</b>	
Polskie Stowarzyszenie Kobiet Biznesu (Polish Businesswomen's Association)	<a href="http://www.pskb.pl">www.pskb.pl</a>
<b>Family businesses</b>	
Biznes Rodzinny (Family Business)	<a href="http://www.biznesrodzinny.pl">www.biznesrodzinny.pl</a>
Inicjtywa Firm Rodzinnych (Family Enterprises Initiative)	<a href="http://www.firmyrodzinne.pl">www.firmyrodzinne.pl</a>
BNI Polska	<a href="http://www.bnipolska.pl">www.bnipolska.pl</a>

## 4.22 Portugal

<b>Portugal</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	864,922	2007	3,312,217	2007
SMEs in general	864,123	2007	2,716,324	2007
Craft enterprises	n/a		n/a	
Women entrepreneurs	n/a		n/a	
Social enterprises	5,596	2006	45,000	2006
Cooperatives	3,297	2007	50,399	1999
Mutual societies	73	2007	n/a	
Associations of voluntary organisations	3,028	2007	n/a	
Foundations	219	2007	n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, IPSS (Instituições Privadas de Solidariedade Social = Private Institutions of Social Solidarity); Ministry of Employment and Social Solidarity and more specifically Carta Social (Social Charter, 2006); "Study on Practices and Policies in the Social Enterprise Sector in Europe - Country Fiche - Portugal", Austrian Institute for SME Research, Vienna 2007; Anuário Commercial do Sector Cooperativo - 2007/2008 (Trade Yearbook of the Co-operative Sector - 2007/2008), Instituto António Sérgio do Sector Cooperativo (Incoop), 2008 [<http://www.inscoop.pt>]; Almeida, B. J. M., "O Sector Cooperativo em Portugal: aspectos económicos" (The Co-operative sector in Portugal: economic aspects), REVI. & EMP. no.28, Jan/Mar 2005; União das Mutualidades Portuguesas (Union of Portuguese Mutualities), cited by Franco, Raquel, December 21, 2007 [<http://in-preender.blogspot.com/2007/12/in-formar-terceiro-sector-4.html>]; Roseira, M.B., Solidariedade in December 3, 2008 [<http://www.solidariedade.pt/sartigo/index.php?x=3463>]

Ministry of Employment and Social Solidarity, INE - Anuário Estatístico [National Institute for Statistics - Statistics Yearbook], 2006).

In Portugal there are around 865,000 enterprises of which 864,000 SMEs. This corresponds to 99.9% of the business population. SMEs are responsible for providing 2.7 million jobs.

Two horizontal business organisations have been identified that cover specifically the SME sector:

- Associação das PME-Portugal/the Portuguese SMEs Association was founded in 1998 and only individual enterprises can become member. The Association has EU policy advisors and is a member of ESBA.
- The Associação Nacional de PMEs (ANPME)/Portuguese SMEs National Association also specifically aims at the SME sector. It was set up in 1988 and business organisations and individual enterprises can become a member. Membership is voluntary. ANPME is a member of Confédération Européenne des Associations de Petites et Moyennes Entreprises (CEA-PME) and has an office in Brussels.

Five horizontal business organisations have been identified that represent all enterprises (SMEs and large enterprises):

- The Associação Comercial de Lisboa/Câmara de Comércio e Indústria Portuguesa (ACL/CCIP)/Lisbon Trade Association/Portuguese Chamber of Commerce and Industry was set up in 1834. Enterprises can become a member and membership is voluntary. ACL/CCIP is a member of Eurochambres.
- The Associação Empresarial de Portugal/Portuguese Business Association (AEP) was set up in 1849. Only individual enterprises can become a member. The Association is not a member of a European organisation.
- The Associação Industrial Portuguesa - Confederação Empresarial/Portuguese Industrial Association - Association Entrepreneurs (AIP-CE) was established in 1837. Business organisations and enterprises (SMEs and large enterprises) are members. Membership is voluntary. AIP is a member of BUSINESS EUROPE and UEAPME and has an office in Brussels.
- The Associação Comercial do Porto - Câmara de Comércio e Indústria do Porto/Porto Commercial Association - Porto Chamber of Commerce (ACP/CCIP) was established. The Chamber is member of Eurochambres.
- Confederação da Indústria Portuguesa/Confederation of Industry Portugal (CIP). The Confederation was set up in 1974. It is a member of BUSINESS EUROPE.

The Confederação Nacional das Instituições de Solidariedade/National Confederation of Solidarity Institutions (CNIS) represents the solidarity institutions. Membership of the organisation, set up in 2003, is voluntary.

Around 3,300 cooperatives are active in Portugal. The social cooperatives in this category of enterprise are covered by the Federação Nacional de Cooperativas de Solidariedade Social/National Federation of Social Cooperatives (FENACERCI). The Federation was set up in 1985, and around 51 organisations of social cooperatives are members. The Confederação Cooperativa Portuguesa (CONFE-COOP) also covers the interest of co-operatives in Portugal.

The Federação Portuguesa de Artes e Ofícios (FPAO)/Portuguese Federation of Crafts and Trades is covering enterprises in the craft sector. FPAO was established in 1998. It only represents organisations and was set up in 2001.

One organisation has been identified that represents the young entrepreneurs: Associação Nacional de Jovens Empresários (ANJE). Though its origins date back to 1979, it was incorporated only in 1986. ANJE is a founding member of YES (the European Confederation of Young Entrepreneurs), of the Ibero-American Confederation for Young Entrepreneurs and of the Federation of Young Entrepreneurs of CPLP (Community of Lusophone Countries), and the private founding

partner of the Youth Foundation (a public private partnership active in supporting young entrepreneurship in Portugal).

The family businesses are represented by Associação Portuguesa das Empresas Familiares/Portuguese Family Business Association (APEF). APEF was set up in 1998 and is a member of GEEF.

Two organisations have been identified that represent the women entrepreneurs:

- Associação Portuguesa de Mulheres Empresárias/Association of Women Entrepreneurs of Portugal (APME). APME is a member of FEM and was set up in 1985.
- Associação das Mulheres Empresárias em Portugal/Association of Women Entrepreneurs in Portugal (AMEP). AMEP is a member of NEWWW (Network of Entrepreneurial Women Worldwide).

No horizontal business organisations were found that represent entrepreneurs from an ethnic minority or the high-growth/high-tech enterprises.

<b>Portugal</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Associação das PME-Portugal (Portugal SMEs Association)	<a href="http://www.pmeportugal.pt">www.pmeportugal.pt</a>
ANPME - Associação Nacional de PMEs (ANPME-Portuguese SME National Association)	<a href="http://www.anpmes.org">www.anpmes.org</a>
Associação Comercial de Lisboa / Câmara de Comércio e Indústria Portuguesa (ACL /CCIP) (Lisbon Trade Association / Portuguese Chamber of Commerce and Industry)	<a href="http://www.port-chambers.com">www.port-chambers.com</a>
Associação Empresarial de Portugal (AEP) (Portuguese Business Association)	<a href="http://www.aeportugal.pt">www.aeportugal.pt</a>
Associação Comercial do Porto / Câmara de Comércio e Indústria do Porto (ACP/CCIP) (Porto Commercial Association / Porto Chamber of Commerce and Industry)	<a href="http://www.cciporto.com">www.cciporto.com</a>
Associação Industrial Portuguesa-Confederação Empresarial (AIP-CE) (Portuguese Industrial Association-Entrepreneurs Confederation)	<a href="http://www.aip.pt">www.aip.pt</a>
Confederação da Indústria Portuguesa/Confederation of Industry Portugal (CIP).	<a href="http://www.cip.org.pt">www.cip.org.pt</a>
<b>Co-operatives and social economy enterprises</b>	
Confederação Nacional das Instituições de Solidariedade (CNIS) (National Confederation of Solidarity Institutions)	<a href="http://www.cnis.pt">www.cnis.pt</a>
Federação Nacional de Cooperativas de Solidariedade Social (FENACERCI) (National Federation of Social Cooperatives)	<a href="http://www.fenacerci.pt">www.fenacerci.pt</a>
Confederação Cooperativa Portuguesa (CONFECOOP)	<a href="http://www.confe.coop">www.confe.coop</a>
<b>Craft enterprises</b>	
Federação Portuguesa de Artes e Ofícios (FPAO)	<a href="http://www.fpao.org">www.fpao.org</a>
<b>Enterprises run by women entrepreneurs</b>	
Associação Portuguesa de Mulheres Empresárias (APME) (Portuguese Association of Women Entrepreneurs)	<a href="http://www.apme.pt">www.apme.pt</a>
Associação das Mulheres Empresárias em Portugal (AMEP) (Association of Women Entrepreneurs of Portugal)	<a href="http://www.amep.pt">www.amep.pt</a>
<b>Enterprises run by young entrepreneurs</b>	
Associação Nacional de Jovens Empresários (ANJE)	<a href="http://www.anje.pt">www.anje.pt</a>
<b>Family businesses</b>	
Associação Portuguesa das Empresas Familiares (APEF) (Portuguese Family Business Association)	<a href="http://www.mepresasfamiliares.pt">www.mepresasfamiliares.pt</a>

## 4.23 Romania

<b>Romania</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	430,178	2007	4,213,562	2007
SMEs in general	428,242	2007	2,570,295	2007
Craft enterprises	3,767	2008	27,000	2008
Women entrepreneurs	n/a		n/a	
Social enterprises	8,573	2006	31,219	2006
Cooperatives	n/a		n/a	
Mutual societies	n/a		n/a	
Associations of voluntary organisations	7	2008	n/a	
Foundations	7	2008	n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, National Confederation of Romanian Women.

[www.cnfr.ro](http://www.cnfr.ro), National Institute of Statistics, Civil Society Development Foundation, National Union of Mutual Societies of Romania.

There are around 428,000 SMEs active in Romania and they are responsible for 60% of employment.

The Institutul National pentru Intreprinderi Mici si Mijlocii/National Institute for SMEs (INIMM), established in 1998, upholds and promotes SMEs interests at national level, supports technology transfer activities for SMEs, supplies low price consultancy services to SMEs and carries out studies regarding the SME sector. INIMM has no membership of European business organisations.

The Camera de Comert si Industrie a Romaniei/Chamber of Commerce and Industry of Romania, was founded in 1990, is the coordinator and national representative of the business in Romania. It brings together territorial Chambers of Commerce and Industry as well as bilateral Chambers of Commerce and, professional associations and foundations. The Chamber of Commerce and Industry of Romania is a member of Eurochambres.

Further the Consiliul National al Intreprinderilor Private Mici si Mijlocii din Romania/National Council of Small and Medium Sized Private Enterprises in Romania (CNIPMMR) represents SMEs. The CNIPMMR was set up in 1992 and is a member of UEAPME.

Also the Asociatia Pentru Antreprenoriat Din Romania/Romanian Association for Entrepreneurship (APAR), established in 2007, represents Romanian SMEs at local, national and international level. APAR does not hold any membership of European business organisations.

The Fundatia Pentru Mestesuguri/Crafts Foundation Romania represents particularly craft enterprises. The main objectives of this Foundation, which was established in 1997, are to develop and provide services, which facilitate the growth of SMEs producing crafts, to promote public appreciation of Romanian crafts on national and international level and to co-operate with other public and private organisations working in related fields.

For the category of co-operatives and social enterprises three business organisations were identified:

- Uniunea Națională a Cooperăției de Consum/National Union of Consumption Cooperatives (CENTROCOOP) incorporates business organisations as well as enterprises/entrepreneurs.
- The Uniunea Nationala a Cooperatiei Mestesugaresti/Romanian National Union of Handicraft and Production Cooperatives of Romania (UCECOM) also covers part of the cooperatives. It is member of CECOP.
- The Uniunea Nationala a Caselor de Ajutor Reciproc ale Salariatilor din Romania/National Association of Romanian Credit Unions represents co-operatives and social enterprises.

The employers' organisation Alianta Confederatiilor Patronale din Romania (ACPR) was founded in 2004 and represents the collective interests of the Romanian business community. ACPR is a member of BUSINESSEUROPE.

Several organisations could be identified, which represent enterprises run by women entrepreneurs. The most relevant ones are:

- The Asociatia pentru Dezvoltarea Antreprenoriatului Feminin/Association for Women Entrepreneurship Development (ADAF). ADAF focuses on policies to promote innovations in SMEs, gender barriers faced by women entrepreneurs as well as on technological and business incubators.
- The Coalitia Asociatiilor Femeilor de Afaceri/Coalition of Women Business Associations (CAFA). CAFA's main business issues are to develop an entrepreneurship culture and rebrand the businessman/businesswomen concept.

None of the identified organisations, which represent enterprises run by women entrepreneurs hold a membership of European business organisations.

Three organisations represent the category of enterprises run by young entrepreneurs:

- The International Junior Chamber of Romania.
- Patronatul Tinerilor Intreprinzatori din Romania/Young Entrepreneurs Association of Romania (PTIR).
- YEAR represents young Romanian entrepreneur's interests in relation to national authorities, develops and implements specific programmes concerning young entrepreneurs and organizes entrepreneurial training programmes. YEAR is member of the European Business organisation JEUNE.

<b>Romania</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Asociatia Pentru Antreprenoriat Din Romania (APAR) (Romanian Association for Entrepreneurship)	<a href="http://www.apar.biz">www.apar.biz</a>
Consiliul National al Intreprinderilor Private Mici si Mijlocii din Romania - CNIPMMR (National Council of Small and Medium Sized Private Enterprises in Romania)	<a href="http://www.cnipmmr.ro">www.cnipmmr.ro</a>
The Institutul National pentru Intreprinderi Mici si Mijlocii (INIMM) (National Institute for SMEs),	<a href="http://www.inimm.ro">www.inimm.ro</a>
Chamber of Commerce and Industry of Romania (The Chamber of Commerce and Industry of Romania)	<a href="http://www.ccir.ro">www.ccir.ro</a>
Alianta Confederatiilor Patronale din Romania - ACPR	<a href="http://www.acpr.ro">www.acpr.ro</a>
<b>Co-operatives and social economy enterprises</b>	
CENTROCOOP	<a href="http://www.centrocoop.com">www.centrocoop.com</a>

Uniunea Nationala a Cooperatiei Mestesugaresti (Romania National Union Of Handicraft And Production Cooperatives of Romania - UCECOM)	<a href="http://www.ucecom.ro">www.ucecom.ro</a>
Uniunea Nationala a Caselor de Ajutor Reciproc ale Salariatilor din Romania (National Association of Romanian Credit Unions)	<a href="http://www.uncar.ro">www.uncar.ro</a>
<b>Craft enterprises</b>	
Fundatia Pentru Mestesuguri (Crafts Foundation Romania)	<a href="http://www.crafts.ro">www.crafts.ro</a>
<b>Enterprises run by women entrepreneurs</b>	
Association for women entrepreneurship development	<a href="http://www.adaf.ro">www.adaf.ro</a>
CAFA - Coalitia Asociatiilor Femeilor de Afaceri (The Business Women Associations Coalition)	<a href="http://www.cafa.ro">www.cafa.ro</a>
National confederation of Romanian women	<a href="http://www.cnfr.ro">www.cnfr.ro</a>
Association for women entrepreneur in Romania	-
Business Opportunities for Women Association	<a href="http://www.asoaf-bow.ro">www.asoaf-bow.ro</a>
ProFemeia Association	-
National employers' organisation of business women of small and medium sized private enterprises	<a href="http://www.pnfaimm.ro">www.pnfaimm.ro</a>
<b>Enterprises run by young entrepreneurs</b>	
Romanian employers of young entrepreneurs	<a href="http://www.ptir.ro">www.ptir.ro</a>
Young Trade Entrepreneurs Association	-
Junior Chamber International Romania	-

#### 4.24 Slovakia

<b>Slovakia</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	44,194	2007	973,281	2007
SMEs in general	43,669	2007	524,807	2007
Craft enterprises	374,380	2007	657,500	2006
Women entrepreneurs	74,400	2007	n/a	
Social enterprises	548,570	2007	1,520,427	2006
Cooperatives	1,460	2007	52,900	2007
Mutual societies	n/a		n/a	0
Associations of voluntary organisations	40,683	2007	n/a	0
Foundations	170	2007	n/a	0

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Statistical Office SR ([www.statistics.sk](http://www.statistics.sk)) Ministry of

Economy SR ([www.economy.gov.sk](http://www.economy.gov.sk))

[www.rokovania.sk/appl/material.nsf/0/E8FF86B6FA214BD5FC12573BE003E5E74/\\$FILE/Zdroj.html](http://www.rokovania.sk/appl/material.nsf/0/E8FF86B6FA214BD5FC12573BE003E5E74/$FILE/Zdroj.html),

[www.nadacia.sk/zoznam-nadacii](http://www.nadacia.sk/zoznam-nadacii)

In Slovakia, 98.8% of the total numbers of enterprises are SMEs. These enterprises cover 66% of the employment.

Five horizontal business organisations have been identified that represent the business sector, SMEs as well as large enterprises:

- Business organisations as well as enterprises can become a member of the Asociácia zamestnávateľských zväzov a združení Slovenskej republiky/Federation of Employers Associations of the Slovak Republic. The Federation was set up in 1991 and covers business organisations. The Federation is not a member of a European organisation.

- The Slovenská obchodná a priemyselná komora/Slovak Chamber of Commerce and Industry was set up in 1992. Business organisations and enterprises (SMEs and large enterprises) are voluntary member of the Chamber. The chamber is a member of Eurochambres and Social Economy Europe.
- The Združenie podnikateľov Slovenska/Entrepreneurs Association of Slovakia was founded in 1994. The Association covers business organisations and 165 entrepreneurs. The Association is not a member of any major European organisation.
- Podnikateľská aliancia Slovenska/The Business Alliance of Slovakia was established in 2001. Enterprises can become voluntary members. The Alliance has its own office in Brussels, but is not a member of one of the major European organisations.
- The Republiková únia zamestnávateľov/National Union of Employers covers business organisations as well as enterprises. The organisation was set up in 2004, employs 4 persons and is member of BUSINESSEUROPE.

One organisation has been identified that specifically covers the small businesses: the Slovenská asociácia malých podnikov/Slovak Association of Small Enterprise. The Association was set up in 2002. The Association is not a member of one of the major European organisations.

Two horizontal organisations have been identified that represent part of the social economy viz. the cooperatives. In Slovakia, 1,460 co-operatives are active employing almost 53,000 people.

- COOP Produkt Slovensko/COOP Product Slovakia was set up in 1953. Cooperatives are voluntary members. The organisation is member of CECOP.
- The Družstevná únia Slovenskej republiky/Cooperative Union of the Slovak Republic was founded in 1993 and has six member organisations. The Union is member of Co-operative Europe.

Two horizontal business organisations for enterprises in the craft sector have been identified:

- The Slovenská živnostenská komora/Slovak Craft Chamber was founded in 1998. The members are small and large enterprises and membership is voluntary.
- The Slovenský živnostenský zväz/Slovak Craft Association was established in 1992. Business organisations are voluntary members. The association has joined UEAPME.

About 74,000 enterprises are run by women, and one business organisation has been found covering this category of enterprise: the Top Centrum Podnikateľiek/Top Centre for Women Entrepreneurs. The Centre was set up in 2001 and is member of FEM.

One horizontal business organisation has been identified in which young entrepreneurs are organised. Združenie mladých podnikateľov Slovenska/Association of Young Entrepreneurs of the Slovak Republic was set up in 1992 The Association is member of Yes for Europe.

For the other categories of enterprise distinguished in this study, no major horizontal business organisations have been found.

<b>Slovakia</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Asociácia zamestnávateľských zväzov a združení Slovenskej republiky (Federation of Employers' Associations of the Slovak Republic)	<a href="http://www.azzz.sk">www.azzz.sk</a>
Slovenská obchodná a priemyselná komora (Slovak Chambre of Commerce and Industry)	<a href="http://www.sopk.sk">www.sopk.sk</a>
Združenie podnikateľov Slovenska (Entrepreneurs Association of Slovakia)	<a href="http://www.zps.sk">www.zps.sk</a>
Slovenská asociácia malých podnikov (Slovak Association of Small Enterprises)	samp-msp.sk
Podnikateľská aliancia Slovenska (Business Alliance of Slovakia)	<a href="http://www.alianciapas.sk">www.alianciapas.sk</a>
Republiková únia zamestnávateľov (National Union of Employers)	<a href="http://www.ruzsr.sk">www.ruzsr.sk</a>
<b>Co-operatives and social economy enterprises</b>	
COOP Produkt Slovensko (COOP Product Slovakia)	<a href="http://www.cpscoop.sk">www.cpscoop.sk</a>
Družstevná únia Slovenskej republiky (Cooperative Union of the Slovak Republic)	<a href="http://www.dusr.sk">www.dusr.sk</a>
<b>Craft enterprises</b>	
Slovenská živnostenská komora (Slovak Craft Chamber)	<a href="http://www.szk.sk">www.szk.sk</a>
Slovenský živnostenský zväz (Slovak Craft Association)	<a href="http://www.szz.sk">www.szz.sk</a>
<b>Enterprises run by women entrepreneurs</b>	
Top centrum podnikateliek (Top center for women entrepreneurs)	<a href="http://www.podnikatelka.sk">www.podnikatelka.sk</a>
<b>Enterprises run by young entrepreneurs</b>	
Združenie mladých podnikateľov Slovenska (Association of Young Entrepreneurs of the Slovak Republic)	<a href="http://www.jcsk.sk">www.jcsk.sk</a>

## 4.25 Slovenia

<b>Slovenia</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	93,598	2007	595,513	2007
SMEs in general	93,319	2007	393,224	2007
Craft enterprises	51,996	2008	181,929	2008
Women entrepreneurs	n/a		n/a	
Social enterprises	n/a		n/a	
Cooperatives	315	2007	3,456	2007
Mutual societies	n/a		n/a	
Associations of voluntary organisations	n/a		n/a	
Foundations	n/a		n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.  
Source: EIM Business & Policy Research, Craft Register RS, Agency of the Republic of Slovenia for Public Legal Records and related services.

In Slovenia there are 93,000 SMEs active (99.7% of the total enterprises) and they provide 393,000 jobs.

Two organisations have been identified that represent this category of enterprise:

- The Gospodarska zbornica Slovenije/Chamber of Commerce and Industry of Slovenia (GZS), established in 1851, focuses on all enterprises (SMEs and



- large). The members are composed of business organisations and enterprises/entrepreneurs. The Chamber is a member of Eurochambres.
- Further the Združenje delodajalcev Slovenije/Association of Employers of Slovenia (ZDS), set up in 1994, covers employers of small and large enterprise. Beside business organisations, enterprises/entrepreneurs are a member. ZDS is a member of BUSINESSEUROPE.

The Co-operative Union of Slovenia Ltd promotes and represents the cooperatives in Slovenia. Membership of the organisation is voluntary.

Almost 60,000 enterprises are active in the craft sector. The relevant representative is Obrtno-podjetniške zbornice Slovenije/the Slovenian Chamber of Craft and Small Business (OZS). The Chamber represents the interests of craftsmen and small entrepreneurs and aims to ensure a better economic environment for its members. Membership is compulsory. The chamber is member of UEAPME.

One horizontal business organisation has been identified that represents family businesses in Slovenia, the non-profit Institute for Research and Development of Family and Women Entrepreneurship (Zavod-Meta). Zavod-META was established in 2001. Zavod-Meta is funded by the Association of Women Entrepreneurs of Slovenia (GIZ Podjetnost), which has been identified as a business organisation for women entrepreneurs.

For the category of enterprises run by young entrepreneurs one horizontal business organisation has been identified: Združenje mladih poslovnežev/the Young Executive Society. The society is the Slovenian member of YES.

<b>Slovenia</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Gospodarska zbornica Slovenije (Chamber of Commerce and Industry of Slovenia)	<a href="http://www.qzs.si">www.qzs.si</a>
Združenje delodajalcev Slovenije (Association of employers of Slovenia)	<a href="http://www.zds.si">www.zds.si</a>
<b>Co-operatives and social economy enterprises</b>	
Co-operative Union of Slovenia Ltd	<a href="http://www.zadruzna-zveza.si">www.zadruzna-zveza.si</a>
<b>Craft enterprises</b>	
OZS - Obrtno-podjetniška zbornica Slo (Chamber of Craft and Small Business of Slovenia)	<a href="http://www.ozs.si">www.ozs.si</a>
<b>Enterprises run by women entrepreneurs</b>	
GIZ Podjetnost (GIS Podjetnost Association)	<a href="http://www.podjetnost.org">www.podjetnost.org</a>
<b>Enterprises run by young entrepreneurs</b>	
Združenje mladih poslovnežev YES (Young Executive Society)	<a href="http://www.infocity.si">www.infocity.si</a>
<b>Family businesses</b>	
Zavod - META (Non-profit institute for development of family and female entrepreneurship)	<a href="http://www.zavod-meta.org">www.zavod-meta.org</a>

## 4.26 Spain

Spain				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	2,747,057	2007	14,388,925	2007
SMEs in general	2,743,799	2007	11,320,986	2007
Craft enterprises	16,376	2003	40,284	2003
Women entrepreneurs	n/a		970,200	2007
Social enterprises	45,087	2007	442,326	2007
Cooperatives	25,714	2007	317,542	2007
Mutual societies	n/a		n/a	
Associations of voluntary organisations	147,901	2007	n/a	
Foundations	n/a		n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, *Fundación Española para la Innovación de la Artesanía*, [www.fundesarte.org](http://www.fundesarte.org); Spanish Labour Force Survey (EPA, 'Encuesta de Población Activa' in Spanish); Ministerio de Trabajo e Inmigración ("Ministry of Work and Immigration"), [www.mtas.es/es/sec\\_trabajo/autonomos.htm](http://www.mtas.es/es/sec_trabajo/autonomos.htm); INE ([www.ine.es](http://www.ine.es)), specifically the DIRCE, Central Directory of Enterprises ("Directorio Central de Empresas").

Around 99.9% of the Spanish enterprises are SMEs; they provide more than 11.3 million jobs. At national level, there are five business organisations representing these enterprises:

- Confederación Española de Pequeña y Mediana Empresa/Spanish Confederation for SMEs (CEPYME). CEPYME was founded in 1977 and focuses specifically on SMEs. It is integrated with Confederation des Employeurs Espagnols (CEOE). CEPYME has a network of representatives at regional level (Comunidades Autónomas). CEPYME is a member of UEAPME.
- Confederation des Employeurs Espagnols (CEOE) is the Spanish Confederation of Employers' Organizations. It was founded in 1977. The organisation covers regional and trade organizations and primary associations. Membership of this organisation is voluntary. CEPYME is a member of CEOE. This Confederation focuses specifically on small and medium-sized enterprises. CEOE is a member of BUSINESSEUROPE.
- The Consejo Superior Cámaras de Comercio, Industria y Navegación de España/Superior Council of Chambers of Commerce, Industry and Navigation of Spain was founded in 1911. The council includes 88 Chambers of Commerce. The council has an office in Brussels and is a member of Eurochambres.
- The Federación Nacional de Asociaciones de Trabajadores Autónomos/National Federation of Associations of Self-employed workers (ATA) is an umbrella organisation of business organisations through which the interests of the self-employed are represented. The Federation was established in 2000 and is a member of UEAPME.
- The Unión de Profesionales y Trabajadores Autónomos/Union for Professional and Self-employed Workers (UPTA) was set up in 2000. Members of the Union are business organisations and enterprises.
- Confederación Española de Autónomos/Spanish Confederation of Self-employed Workers (CEAT) is an intersectoral organisation, which includes various regional and sectoral organisations of self-employed workers. CEAT has regional organisations, among others, in Andalucía, Asturias, Cantabria,

Castilla-La Mancha, Castilla Y León, Cataluña, Extremadura, Madrid, Murcia and La Rioja. Membership of CEAT is voluntary. CEAT was set up in 2004 and is a member of UEAPME.

In addition there are also the following organisations identified focusing on SMEs at regional level (Comunidades Autónomas) only:

- Confederació de la Petita i Mitjana Empresa de Balears/Confederation for Balearic SMEs (PIME Balears). This Confederation represents the interests of craft activities and SMEs at Balearic level. It was founded in 1983 and consists of three insular federations: one from Majorca (PIMEM), one from Minorca (PIME Menorca) and one from Ibiza and Formentera (PIMEEF). PIME Balears is a member of UEAPME.
- PIMEC/Catalonian Confederation for SMEs represents the interests of SMEs in Cataluña. It was established in 1978 and its members are both business organisations and individual enterprises. PIMEC is a member of UEAPME.
- The Confederación Valenciana de la Pequeña y Mediana Empresa/Valencian Confederation of SMEs (PYMEV) focuses on SMEs in Valencia. It was founded in 1977.

In the craft sector, 16,000 enterprises are active and one business organisation at national level has been identified in which these enterprises are organised: Oficio y Arte-Organización de Artesanos de España/Organisation of Craftsmen of Spain. This organisation was set up in 1992. Its members are both business organisations and individual enterprises.

At regional level there are several organisations identified focusing on craft enterprises. Organisations were identified in Andalucía, Aragón, Asturias, Islas Baleares, Castilla-La Mancha, Castilla y León, Extremadura, Galicia and Madrid. These organisations are:

- FADA - Federación de Artesanos de Andalucía (Federation of Craftsmen of Andalucía). This organization was set up in 1999.
- Asociación Profesional de Artesanos de Aragón (Professional Association of Craftsmen of Aragón);
- Artesanía de Asturias (Craftwork of Asturias);
- APA - Artesanos Profesionales de Asturias (Professional Craftsmen of Asturias);
- Associació d'Artesans de Les Illes Balears (Association of Craftsmen of the Balearic Islands);
- FRACAMAN - Federación Regional de Artesanos de Castilla-La Mancha (Regional Federation of Craftsmen of Castilla-La Mancha);
- FOACAL - Federación de Organizaciones Artesanas de Castilla y León (Federation of Craftwork Organisations of Castilla y León);
- Artesanía de Extremadura (Craftwork of Extremadura);
- AGA - Asociación Galega de Artesáns (Association of Craftmen of Galicia);
- Agrupación Profesional de Artesanos de la Comunidad de Madrid (Professional Association of Craftmen of Madrid).

There are four organisations identified at national level that focus on (parts of) the social economy:

- Confederación Empresarial Española de la Economía Social/Spanish Business Confederation of Social Economy (CEPES). CEPES is an umbrella organisation representing the interests of several forms of social economy enterprises, i.e.

cooperatives, mutual societies, etc. Business organisations can become a member. These members are located, among others, in Andalucía, Cataluña, Extremadura and Madrid. Membership of the organisation is voluntary.

- Confederación Empresarial de Sociedades Laborales/Business Confederation of Labour Public Limited Companies (CONFESAL) was founded in 1987. The organisation has regional affiliates.
- Confederación Española de Cooperativas de Trabajo Asociado/Spanish Confederation of Associated Worker Cooperatives (COCETA) was set up in 1986 and focuses on cooperatives. The Confederation is a member of CECOP.
- Asociación para la Cooperación de la Economía Social/Association for the Cooperation in Social Economy (GRUPO ASCES) was founded in 2005. Business organisations and enterprises can become a member.
- Confederación Española de Mutualidades/Spanish Confederation of Mutual Provident Societies (CNEPS) was set up in 1947. It has in total about 410 member societies. Of these, 44 are direct members of the Confederation, the rest are a member of the Euskadi Federation of Mutual Provident Societies, the Catalan Federation of Mutual Provident Societies, the Andalusian Federation of Mutual Provident Societies and the Madrid Federation of Mutual Provident Societies.

Three organisations are identified that represent women entrepreneurs:

- Federación Española de Mujeres Empresarias de Negocios y Profesionales/Spanish Federation of Women Entrepreneurs, Business and Professional (FEMENP) focuses on female integration into the Spanish business world. It was set up in 1986. The Federation is a member of FEM.
- Organización de Mujeres Empresarias y Gerencia Activa/Organisation for Women Entrepreneurs and Active Management (OMEGA) focuses on female entrepreneurs, professionals and managers. The Organisation was established in 1989 and only business organisations can become a member.
- Federación Española de Mujeres Directivas, Ejecutivas, Profesionales y Empresarias/Spanish Federation of Women Managers, Executives, Professionals and Entrepreneurs (FEDEPE). The mission of FEDEPE is to create a sense of community, to act reflexively to the different environments and build social and professional empowerment, promoting the development of their associates.

In addition there are the following organisations identified at regional level:

- ARAME - Asociación de Mujeres Empresarias de Aragón (Association of Entrepreneur Women of Aragon);
- FEDA - Federación de Empresarias y Directivas de Asturias (Federation of Entrepreneurs and Managers Women);
- Asociación Española de Mujeres Empresarias de Baleares;
- AED - Asociación de Empresaris y Directivas de Bizkaia;
- AMECA - Asociación de Mujeres Empresarias de Canarias (Association of Entrepreneur Women of Canary Islands);
- AMEC - Asociación de Mujeres Empresarias de Cantabria (Association of Entrepreneur Women of Cantabria);
- ACEE - Asociación Catalana d'Empresaries y Executives (Association of Women Entrepreneurs and Managers of Cataluña);
- Asociación de Mujeres Empresarias de Madrid (Association of Entrepreneur Women of Madrid);
- Organización Murciana de Mujeres Empresarias y Profesionales;
- Asociación de Mujeres Empresarias y Directivas de Navarra;

- MEPAR - Asociación de Mujeres Empresarias y Profesionales de La Rioja (Association of Women Entrepreneurs and Professionals of La Rioja);
- ADE - Asociación para el Desarrollo Empresarial, Mujeres Empresarias de Valencia (Association for Business Development, Woman Entrepreneurs of Valencia).

The organisation identified at national level in Spain for young entrepreneurs is Confederación Española de Asociaciones de Jóvenes Empresarios/Spanish Confederation of Young Entrepreneurs Associations (AJE). AJE was established in 1997. It has regional associations in all the Comunidades Autónomas. Membership of this organisation is voluntary. AJE is a member of Yes for Europe.

Instituto de la Empresa Familiar/Family Enterprise Institute (IEF) is a non-profit making association, which was formed by a group of family businesses. It was set up in 1992. It is a member of the Family Business Network (FBN International). IEF has a network of affiliated regional associations located in the different Comunidades Autónomas.

For high-tech/high-growth enterprises and ethnic minority entrepreneurs no representation was identified.

<b>Spain (national level)</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
CEPYME- Confederación Española de Pequeña y Mediana Empresa (Spanish Confederation for SMEs)	<a href="http://www.cepyme.es">www.cepyme.es</a>
Confederation des Employeurs Espagnols (CEOE)	<a href="http://www.ceoe.es">www.ceoe.es</a>
ATA- Federación Nacional de Asociaciones de Trabajadores Autónomos (ATA- National Federation of Associations of Self-employed workers)	<a href="http://www.autonomos-ata.com">www.autonomos-ata.com</a>
UPTA-Unión de Profesionales y Trabajadores Autónomos (UPTA-Union of Profesionales and Autonomous Workers)	<a href="http://www.upta.es">www.upta.es</a>
CEAT - Confederación Española de Autonomos (Spanish Confederation of Self-employed workers)	<a href="http://www.ceat.org.es">www.ceat.org.es</a>
Consejo Superior Cámaras de Comercio, Industria y Navegación de España (Superior Council of Chambers of Commerce, Industry and Navigation of Spain)	<a href="http://www.camaras.org">www.camaras.org</a>
<b>Co-operatives and social economy enterprises</b>	
CEPES-Confederación Empresarial Española de la Economía Social (CEPES - Spanish Business Confederation of Social Economy)	<a href="http://www.cep.es">www.cep.es</a>
CONFESAL- Confederación Empresarial de Sociedades Laborales (Business Confederation of Labour Public Limited Companies)	<a href="http://www.confesal.es">www.confesal.es</a>
GRUPO ASCES-Asociación para la Cooperación de la Economía Social (ASCES GROUP- Association for the Cooperation in Social Economy)	<a href="http://www.grupoasc.es">www.grupoasc.es</a>
Confederación Española de Cooperativas de Trabajo Asociado (COCETA) (Spanish Confederation of Associated Worker Cooperatives)	<a href="http://www.coceta.coop">www.coceta.coop</a>
Confederación Española de Mutualidades/Spanish Confederation of Mutual Provident Societies (CNEPS)	<a href="http://www.cneps.es">www.cneps.es</a>
<b>Craft enterprises</b>	
Oficio y Arte-Organización de Artesanos de España (Spanish Craftsmen's Organization)	<a href="http://www.oficioarte.org">www.oficioarte.org</a>
<b>Enterprises run by women entrepreneurs</b>	
FEMENP-Federación Española de Mujeres Empresarias de Negocios y Profesionales (FEMENP-Spanish Federation of Entrepreneurs Women, Business and Professionals)	<a href="http://www.femenp.net">www.femenp.net</a>

OMEGA - Organización de mujeres empresarias y gerencia activa (Organisation for Women Entrepreneurs and Active Management)	<a href="http://www.mujeresempresarias.org">www.mujeresempresarias.org</a>
FEDEPE- Federación Española de Mujeres Directivas, Ejecutivas, Profesionales y Empresarias (Spanish Federation of Women Managers, Executives, Professionals and Entrepreneurs)	<a href="http://www.mujeresdirectivas.es">www.mujeresdirectivas.es</a>
<b>Enterprises run by young entrepreneurs</b>	
AJE Confederación (Confederación Española de Asociaciones de Jóvenes Empresarios) ((Spanish Confederation of young entrepreneurs associations))	<a href="http://www.ceaie.com">www.ceaie.com</a>
<b>Family businesses</b>	
Instituto de la Empresa Familiar (IEF)	<a href="http://www.iefamiliar.com">www.iefamiliar.com</a>

<b>Spain (regional level)</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
PIME BALEARS (Confederation for Balearic SMEs)	<a href="http://www.pimeb.net">www.pimeb.net</a>
PIMEC (Catalonian Confederation for SMEs)	<a href="http://www.pimec.es">www.pimec.es</a>
PYMEV- Confederación Valenciana de la Pequeña y Mediana Empresa (Valencian Confederation of SMEs)	<a href="http://www.pymev.es">www.pymev.es</a>
<b>Craft enterprises</b>	
FADA-Federación de Artesanos de Andalucía	<a href="http://www.artesaniadeandalucia.org">www.artesaniadeandalucia.org</a>
Asociación Profesional de Artesanos de Aragón (Professional Association of Craftsmen of Aragón)	<a href="http://www.artearagon.com">www.artearagon.com</a>
Artesanía de Asturias (Craftwork of Asturias)	<a href="http://www.artesaniadeasturias.com">www.artesaniadeasturias.com</a>
A.P.A. Artesanos Profesionales de Asturias (Professional Craftsmen of Asturias)	<a href="http://www.hifer.com/apa/">www.hifer.com/apa/</a>
Associació d'Artesans de Les Illes Balears (Association of Craftsmen of Islas Baleares)	-
FRACAMAN-Federación Regional de Artesanos de Castilla-La Mancha (Regional Federation of Craftsmen of Castilla-La Mancha)	<a href="http://www.artesaniadecastillalamancha.com">www.artesaniadecastillalamancha.com</a>
FOACAL - Federación de Organizaciones Artesanas de Castilla y León (Federation of Craftwork Organisations of Castilla y León)	<a href="http://www.foacal.org">www.foacal.org</a>
Artesanía de Extremadura (Craftwork of Extremadura)	<a href="http://www.artesaniadeextremadura.com">www.artesaniadeextremadura.com</a>
AGA-Asociación Galega de Artesáns (Association of Craftmen of Galicia)	<a href="http://www.galegadeartisans.org">www.galegadeartisans.org</a>
Agrupación profesional de artesanos de la Comunidad de Madrid (Professional Association of Craftmen of Madrid)	<a href="http://www.galegadeartisans.org">www.galegadeartisans.org</a>
<b>Enterprises run by women entrepreneurs</b>	
ARAME-Asociación de mujeres empresarias de Aragón (Association of entrepreneur women of Aragón)	<a href="http://www.aragonliberal.es">www.aragonliberal.es</a>
FEDA- Federación de Empresarias y Directivas de Asturias (Federation of Entrepreneurs and Managers Women)	<a href="http://www.asturserver.com">www.asturserver.com</a>
Asociación Española de Mujeres Empresarias de Baleares (Spanish Association of Women entrepreneurs of Islas Baleares)	<a href="http://www.asemebaleares.org">www.asemebaleares.org</a>
AED Asociación de Empresaris y Directivas de Bizkaia (AED Association of Women Entrepreneurs & Executives of Bizkaia)	<a href="http://www.aednet.net">www.aednet.net</a>
AMECA-Asociación de Mujeres Empresarias de Canarias (Association of Entrepreneur Women of Islas Canarias)	<a href="http://www.empresariascanarias.com">www.empresariascanarias.com</a>
AMEC-Asociación de Mujeres Empresarias de Cantabria (Association of Entrepreneur Women of Cantabria)	<a href="http://www.empresariascantabria.com">www.empresariascantabria.com</a>
ACEE-Associació Catalana d'Empresaries i Executives (Association of Women Entrepreneurs and Managers of Cataluña)	-
Asociación de Mujeres Empresarias de Madrid (Association of Entrepreneur Women of Madrid)	<a href="http://www.empresariascantabria.com">www.empresariascantabria.com</a>
Organización Murciana de Mujeres Empresarias y profesionales	<a href="http://www.omep.es">www.omep.es</a>

Asociación de Mujeres Empresarias y Directivas de Navarra	<a href="http://www.navactiva.com">www.navactiva.com</a>
MEPAR- Asociación de Mujeres Empresarias y profesionales de La Rioja (Association of Women Entrepreneurs and Profesionales of La Rioja)	<a href="http://www.mujeres-empresarias.com">www.mujeres-empresarias.com</a>
ADE-Asociación para el Desarrollo Empresarial, Mujeres Empresarias de Valencia (Association for Business Development, Woman Entrepreneurs of Valencia)	-

## 4.27 Sweden

Sweden				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	537,085	2007	2,696,308	2007
SMEs in general	536,118	2007	1,703,637	2007
Craft enterprises	n/a		250,000-300,000	2008
Women entrepreneurs	111,920	2006	306,463	2006
Social enterprises	50,412	2005	205,697	2005
Cooperatives	6,613	2008	48,290	2005
Mutual societies	158	2008	n/a	
Associations of voluntary organisations	24,531	2008	n/a	
Foundations	4,210	2008	n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Estimate National association of craftsmen; Statistics Sweden (SCB); SCB and Companion; CIRIEC, The Social Economy in the European Union, 2007, ([http://eesc.europa.eu/groups/3/index\\_en.asp?id=1405GR03EN](http://eesc.europa.eu/groups/3/index_en.asp?id=1405GR03EN)),

Well over 99% of all enterprises are SMEs and these SMEs provide 63% of total private employment. The 537,000 enterprises are represented by six business organisations:

- Företagarna/Federation of Private Enterprises, is over 100 years old (established in 1904) and covers all categories of enterprise. Business organisations and individual enterprises can become a member. Företagarna is a member of UEAPME.
- Svenskt Näringsliv/the Confederation of Swedish Enterprise also covers all enterprises. Both business organisations and individual enterprises can join the confederation. The Confederation was founded in 2001 through the merger between the Swedish Employers' Confederation (SAF, founded in 1902) and the Federation of Swedish Industry (SI, founded in 1910). The Confederation is a member of BUSINESSEUROPE has an office in Brussels.
- Svensk Industriförening (Sinf)/Industry Association is established in 1941 and trade associations can become a member.
- SFA - Smaföretagaralliansen/Small Business Alliance is a member of ESBA and was established in 2004. Only individual enterprises can become a member.
- Svenska Handelskammarförbundet is the Association of Swedish Regional Chambers of Commerce, established in 1974. The association is member of Eurochambres.
- FöretagarFörbundet /Swedish Association of Small Enterprises focuses specifically on SMEs. Individual enterprises can become members.

There are two organisations identified that specifically cater for the social economy, especially cooperatives:

- Coompanion Kooperativ Utveckling Sverige was established in 1943. Organisations as well as enterprises can join.
- Sociala Arbetskooperativens intresseorganisation (Skooppi) is an association of social work co-operatives established in 2000 that is part of the Network Against Social Exclusion in Sweden.

Hantverkarnas Riksorganisation/National Federation for Craftsmen, is the only business organisation for the craft sector that was identified. Local craft and national trade associations have joined the federation.

One organisation is especially focussing on family businesses: the Family Business Network Sweden (FBN Sweden). FBN was established in 1996 to promote healthy family businesses with various types of ownership. It is a member of the international Family Business Network (FBN) and of GEEF.

Although more than 110,000 enterprises (some 20% of all enterprises) are run by women, no business organisation especially focussing on women entrepreneurs could be identified. Also no organisations focussing on entrepreneurs from ethnic minorities, young entrepreneurs and high-growth/high-tech enterprises were identified.

<b>Sweden</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
Företagarna (Federation of Private Enterprises)	<a href="http://www.foretagarna.se">www.foretagarna.se</a>
Svenkst Näringsliv (Confederation of Swedish Enterprises)	<a href="http://www.svensktnaringsliv.se">www.svensktnaringsliv.se</a>
Svensk industriförening (The Swedish Industry Association)	<a href="http://www.sinf.se">www.sinf.se</a>
SFA-Smaföretagaralliansen (Small Business Alliance)	<a href="http://www.sfalliansen.se">www.sfalliansen.se</a>
Svenska Handelskammarförbundet (Association of Swedish Chambers of Commerce)	<a href="http://www.cci.se">www.cci.se</a>
FöretagarFörbundet	<a href="http://www.ff.se">www.ff.se</a>
<b>Co-operatives and social economy enterprises</b>	
Coompanion Kooperativ Utveckling Sverige	<a href="http://www.coompanion.se">www.coompanion.se</a>
Sociala Arbetskooperativens intresseorganisation (SKOOPPI) (Swedish Organization for Social Co-operatives)	<a href="http://www.skooppi.coop">www.skooppi.coop</a>
<b>Craft enterprises</b>	
Hantverkarnas Riksorganisation	<a href="http://www.hantverkarna.se">www.hantverkarna.se</a>
<b>Family businesses</b>	
The Family Business Network Sweden (FBN Sweden)	<a href="http://www.fbn-sweden.se">www.fbn-sweden.se</a>

#### 4.28 United Kingdom

<b>United Kingdom</b>				
	Total number of enterprises	Year	Total number of jobs	Year
All enterprises	1,557,563	2007	18,017,278	2007
SMEs in general	1,551,381	2007	9,751,436	2007
Craft enterprises	n/a		n/a	
Women entrepreneurs	1,039,386	2008	n/a	
Social enterprises	215,000	2006	n/a	



Cooperatives	4,370	2006	195,000	2006
Mutual societies	n/a		n/a	
Associations of voluntary organisations	81,060	2007	738,000	2007
Foundations	n/a		n/a	

Note: Estimates based on national definitions except for the data on all enterprises and SMEs.

Source: EIM Business & Policy Research, Labour force survey April- June 2008

([www.nesstar.esds.ac.uk](http://www.nesstar.esds.ac.uk)), The Annual Survey of Small Business UK 2006,

[http://www.cooperatives-uk.coop/live/images/cme\\_resources/Public/Co-operative%20Review%202007/Co-operative-Review-2007.pdf](http://www.cooperatives-uk.coop/live/images/cme_resources/Public/Co-operative%20Review%202007/Co-operative-Review-2007.pdf).

In the United Kingdom, almost 1.6 million enterprises are active of which 99.6% are SMEs. These enterprises provide more than 9.7 million jobs. In the United Kingdom, business organisations have been identified at national level as well as in four regions: Wales, Scotland, England and Northern Ireland.

The following major horizontal business organisations have been identified that cover all categories of enterprises:

- The British Chamber of Commerce (BCC) is a federation of accredited Chambers of Commerce across the UK. It was established in 1860 and covers 54 regional chambers. Membership is voluntary. The federation has an office in Brussels and is member of Eurochambres.
- Confederation of British Industry (CBI) helps to create and sustain the conditions of all enterprises (SMEs and large) in the UK. CBI has offices in 13 regions, spread all over the country. CBI-London Regions is also the headquarters and employs 70 persons. Business organisations as well as individual members can become a member of CBI. CBI has an office in Brussels and is member of BUSINESSEUROPE.
- The Forum of Private Business (FPB) was established in 1997. Only individual enterprises can become a member. The Forum is not a member of any of the major European business organisations nor does it have an office in Brussels.

At national level one horizontal business organisations have been identified that only relates to the SME sector:

- The Federation of Small Business (FSB) was set up in 1974. Only individual enterprises can become a member. FSB has an office in Brussels and participates in ESBA.

At regional level no horizontal business organisations were found that specifically focus on SMEs.

Also no horizontal business organisations, at national as well as regional level, were identified that focus on enterprises active in the craft sector.

In the social economy, 215,000 social enterprises are active. Two organisations, active at national level, have been found that aim their activities specifically at social enterprises:

- At national level the Social Firms UK is active. The organisation was set up in 1999. Enterprises as well as organisations can become a member. The organisation is member of Social Firm Europe (CEFEC).
- Organisations as well as individual enterprises can become a member of the Social Enterprise Coalition.

In Scotland, social enterprises and organisation representing these enterprises can become member of the Scottish Social Enterprise Coalition. The Coalition was established in 2005.

Around 4,400 cooperatives are active in the United Kingdom, employing 195,000 persons. Co-operatives UK was launched in January 2003 and combines the Co-operative Union, the Industrial and Common Ownership Movement (ICOM), and the United Kingdom Co-operative Council (UKCC). Individual cooperatives and mutual enterprises as well as organisations can become a member. UKCC works closely with independent co-operative networks throughout the UK such as Co-operative Forum (Northern Ireland), Co-operation & Mutuality Scotland and Co-operatives & Mutuals Wales. In England, there are 7 networks covering specific regions.

The National Council for Voluntary Organisation (NCVO) was founded in 1919 and is a horizontal organisation of voluntary organisations in England with sister councils in Scotland, Wales and Northern Ireland.

The Scottish Council for Voluntary Organisations (SCVO) is the national body representing the voluntary sector. SCVO seeks to advance the values and shared interests of the voluntary sector.

NICVA is the Northern Ireland Council for Voluntary Action, the umbrella body for voluntary and community organisations in Northern Ireland. NICVA (formerly NICSS) started in 1938.

WCVA is covering the voluntary sector in Wales.

Enterprises run by women entrepreneurs are represented by the British Association of Women Entrepreneurs (BAWE). The Association is a non-profit, professional organisation for UK based women business owners. BAWE was established in 1954.

The Institute for Family Business supports the UK family-owned business sector. Businesses as well as family members can join the organisation.

No horizontal business organisations have been identified that represent enterprises run by entrepreneurs from ethnic minorities. There are however organisations for specific groups of minorities, such as Indians, Black or Asian business owners. Also, no horizontal business organisations have been identified for enterprises run by young entrepreneurs or high-growth/high-tech enterprises.

<b>UK (national level)</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
The National Federation of Self Employed and Small Business Ltd	<a href="http://www.fsb.org.uk">www.fsb.org.uk</a>
The Forum of Private Business	<a href="http://www.fpb.org">www.fpb.org</a>
British Chamber of Commerce BCC	<a href="http://www.britishchambers.org.uk">www.britishchambers.org.uk</a>
Confederation of British Industry (CBI)	<a href="http://www.cbi.org.uk">www.cbi.org.uk</a>
<b>Co-operatives and social economy enterprises</b>	
Social Firms UK	<a href="http://www.socialfirms.co.uk">www.socialfirms.co.uk</a>
Social Enterprise Coalition	<a href="http://www.socialenterprise.org.uk">www.socialenterprise.org.uk</a>
National Association of Co-operative	-

National Council for Voluntary Organisation	<a href="http://www.ncvo-vol.org.uk">www.ncvo-vol.org.uk</a>
Co-operatives UK	<a href="http://www.cooperatives-uk.coop">www.cooperatives-uk.coop</a>
<b>Enterprises run by women entrepreneurs</b>	
British Association of Women Entrepreneurs	<a href="http://www.bawe-uk.org">www.bawe-uk.org</a>
<b>Family businesses</b>	
Institute for Family Business	<a href="http://www.ifb.org.uk">www.ifb.org.uk</a>

<b>UK (regional level)</b>	
<i>Organisation by category</i>	<i>Website</i>
<b>Small and medium-sized enterprises</b>	
CBI Scotland	<a href="http://www.cbi.org.uk">www.cbi.org.uk</a>
CBI Wales	<a href="http://www.cbi.org.uk">www.cbi.org.uk</a>
CBI Northern Ireland	<a href="http://www.cbi.org.uk">www.cbi.org.uk</a>
<b>Co-operatives and social economy enterprises</b>	
Scottish Social Enterprise Coalition	<a href="http://www.ssec.org.uk">www.ssec.org.uk</a>
Co-operatives & Mutuals Wales	<a href="http://www.wales.coop">www.wales.coop</a>
Co-operation & Mutuality Scotland	<a href="http://www.scotland.coop">www.scotland.coop</a>
Co-operative Forum (Northern Ireland)	-



## 5 Business organisations, presented by category

### 5.1 Introduction

The horizontal business organisations identified, are described in detail in the previous chapter, in which they are presented by Member State. In this chapter, the organisations identified are presented at category level. In the study the following eight categories of enterprise are distinguished: SMEs in general, social economy enterprises, craft enterprises, women entrepreneurs, entrepreneurs with an ethnic background, young entrepreneurs and family businesses.

As described in chapter 3, business organisations are defined as organisations that have been set up by and that represent the private business sector. In addition this study is limited to horizontal organisations. Horizontal organisations are organisations representing a certain group of enterprise across sectors. The members can be enterprises and/or organisations of enterprises (umbrella organisations).

As mentioned previously, about 700 organisations have been identified. Some of the horizontal business organisations that represent the interests of the business sector in general, also indicate that they represent one of the other categories distinguished in this study. Some even have specific affiliates for these types of enterprise. This is in particular the case for women entrepreneurs, young entrepreneurs and family businesses.

In four Member States, viz. Belgium, Germany, Spain and the United Kingdom, organisations are also included that are active at regional level.

The organisations presented in this chapter are listed by enterprise category and then - per country - randomly.

### 5.2 SMEs in general

In Chapter 2, the role of the SME sector in the European economy is described. The business organisations covering SMEs in general are presented in the table below. Organisations are identified in all 27 EU Member States.

In general, there are 2 categories of horizontal business organisation that cover the interest of SMEs:

- Organisations covering all categories of enterprise;
- Organisations specifically aimed at SMEs.

The first category is important since 99.8% of all enterprises in the European Union are SMEs.

In a few countries, such as Belgium organisations of the self-employed only are also included. Taking into account that self-employed are a substantial part of the SMEs, these organisations are often relatively large and play an important role in the policy development process. These organisations also include, in some cases, professionals and/or the self-employed without personal.

Due to the growth of these types of enterprise nowadays trade unions also represent these types of enterprise to ensure equal treatment between independents, self-employed and employees. Also trade unions focussing only on this specific group are identified. An example is the Syndicaat der Zelfstandigen en KMO/Syndicat Neutre des Indépendants et des PME/Neutral Association of the Self-employed and SMEs in Belgium.

In the majority of Member States, the self-employed are represented by the organisations that cover all categories of enterprise and organisations covering specifically the SMEs. The organisations focusing on the other categories of enterprise distinguished in this study, such as women entrepreneurs, young entrepreneurs and entrepreneurs from ethnic minorities, also represent the interest of the self-employed.

### ***Organisations covering all categories of enterprise***

In general, there are two types of organisations identified that cover all enterprises (small and large).

#### *(Federations) of chambers of commerce*

The first type is chambers of commerce and industry and federations of chambers of commerce and industry. In some Member States such as Austria, Bulgaria, Malta and Cyprus, there is only one chamber of commerce and industry operating nationwide. In others, there are regional/local chambers of commerce that are organised in a federation of chambers of commerce and industry.

The majority of these types of organisation have existed for a long time. In some of the old Member States, the first ones have already been established since the beginning of the 19<sup>th</sup> century. In the new Member States, the majority started after the transition.

In some Member States, for example the Netherlands and Germany, enterprises are obliged to register at and become member of a regional/local chamber of commerce. In, for example, the United Kingdom this is not the case. Membership of the local/regional chambers of the federation, however, is often voluntary, also in countries with compulsory membership of enterprises.

The type of members also varies. In some countries, for example Germany and the Netherlands, only local/regional chambers of commerce or industry can become a member of the federation and individual enterprises can only become member of local/regional chamber. In other countries, for example the Czech Republic and Austria, members of chambers of commerce comprise organisations as well as individual enterprises. In most cases the latter holds for countries where only one chamber of commerce and industry operates.

In general, federations of chambers of commerce and industry and national chambers of commerce are often, for the country concerned, relatively large organisations.

Chambers use various methods to consult the enterprises they are representing: business panels, the Internet and feedback via members. They often use a large

variety of information and communication methods such as: press releases/campaigns, position papers, a newsletter and a magazine, the website, conferences and direct contacts with politicians and administrations. To contribute to the policy making process, they, among others participate in regional as well as national and European official and consultation committees. They hardly ever participate in standardisation committees.

All organisations have an EU policy advisor or a team of EU policy advisors and some have an office in Brussels. The vast majority are member of Eurochambres.

#### *Enterprises or employers' organisations*

The second type of organisation covering all categories of enterprise, are the national employers' organisations. This type of organisations also exists in all Member States, however in some they cover all sectors whilst in others there is a specific employers' organisation per industry.

Also these types of organisations have already existed for a long time in the old Member States; in the new Member States they were set up after the transition. In general, both professional organisations and individual enterprises/ entrepreneurs can become members. Membership is voluntary.

In the Member States that were also studied at regional level (Belgium, Germany, Spain and the United Kingdom), the review showed that many of this type of organisation comprise of a regional network representing the organisations at regional level. Examples are: the Bundesverband der Deutschen Industrie (BDI) in Germany, and the Confederation of British Industry (CBI) in the United Kingdom.

In the same way as federations of national chambers of commerce, these organisations are often relatively large, use various methods to consult the enterprises they represent and have developed a large variety of information and communication methods. They also contribute to the policy-making process by participating in official and consultation committees at regional, national and European level. Some of them also participate in standardisation committees. The majority also have an EU policy advisor or a team of EU policy advisors and many have an office in Brussels. The largest in each country are member of BUSINESSEUROPE.

#### *Organisations specifically aimed at SMEs*

In all Member States, horizontal organisations have been identified that specifically represent the interest of the small and medium-sized enterprises (SMEs). In some, mostly the large countries (such as Germany, France, Italy and Spain), there are more organisations representing SMEs, whereas in others, mostly the smaller countries (such as the Netherlands and Denmark) only one organisation has been identified.

Similar to the organisations covering all categories of enterprises, some of these organisations have existed for a long time. Membership is voluntary and organisations as well as individual enterprises/entrepreneurs may join the organisation.

The consultation methods as well as the information and communications methods used, depend on the size of the organisation. This also holds for the number

of committees in which the organisations are participating. The larger organisations also have an EU policy advisor or team and some have an office in Brussels. The largest in each country are member of UEAPME.

Similar to the organisations covering all categories of enterprises, these organisations in Germany and Spain cover a network of representatives at regional level.

<b>Small and medium-sized enterprises (national level)</b>	
<i>Organisation per country</i>	<i>Website</i>
<b>Austria</b>	
Wirtschaftskammer Österreich (WKO) (Austrian Federal Economic Chamber)	<a href="http://www.wko.at">www.wko.at</a>
Industriellenvereinigung (IV)	<a href="http://www.industriellenvereinigung.at">www.industriellenvereinigung.at</a>
Österreichischer Gewerbeverein (Austrian Association of SME)	<a href="http://www.gewerbeverein.at">www.gewerbeverein.at</a>
Wirtschaftsbund	<a href="http://www.wirtschaftsbund.at">www.wirtschaftsbund.at</a>
Sozialdemokratischer Wirtschaftsverband (Organisation of Social Democratic Entrepreneurs)	<a href="http://www.wirtschaftsverband.at">www.wirtschaftsverband.at</a>
<b>Belgium</b>	
Union des Classes Moyennes (UCM)	<a href="http://www.ucm.be">www.ucm.be</a>
Unie van Zelfstandige Ondernemers UNIZO (Organisation for the Self-Employed and SMEs)	<a href="http://www.unizo.be">www.unizo.be</a>
Liberaal Verbond voor Zelfstandigen (Liberal Federation of Self-employed)	<a href="http://www.lvz.be">www.lvz.be</a>
Neutraal Syndicaat voor Zelfstandigen/Syndicat Neutre pour Indépendants (NSZ - NSI)	<a href="http://www.nsz.be">www.nsz.be</a>
The Syndicaat der Zelfstandigen en KMO/Syndicat Neutre des Indépendants et des PME (SDI - SDZ)	<a href="http://www.sdi.be">www.sdi.be</a>
Verbond van Belgische Ondernemingen - Federation des Entreprises de Belgique (Federation of Enterprises in Belgium)	<a href="http://www.vbo-feb.be">www.vbo-feb.be</a>
Federatie der Kamers voor Handel en Nijverheid van België/Fédération des Chambres de Commerce et d'Industrie de Belgique (Federation of Chambers of Commerce and Industry of Belgium)	<a href="http://www.cci.be">www.cci.be</a>
<b>Bulgaria</b>	
Bulgarian Industrial Association (BIA)	<a href="http://www.bia-bg.com">www.bia-bg.com</a>
Bulgarian Chamber of Commerce and Industry	<a href="http://www.bcci.bg">www.bcci.bg</a>
National Association of Small and Medium Business (NASMB)	<a href="http://www.nasmb-bg.org">www.nasmb-bg.org</a>
Union for Private Economic Enterprise (UPEE)	<a href="http://www.ssi-bg.org">www.ssi-bg.org</a>
<b>Cyprus</b>	
Cyprus Chamber of Commerce and Industry	<a href="http://www.ccci.org.cy">www.ccci.org.cy</a>
Cyprus Employers & Industrialists Federation (OEB)	<a href="http://www.oeb.org.cy">www.oeb.org.cy</a>
<b>Czech Republic</b>	
Hospodářská komora České republiky (Czech Chamber of Commerce)	<a href="http://www.komora.cz">www.komora.cz</a>
Asociace malých a středních podniků a živnostníků České republiky (Association of Small and Medium Sized Enterprises and Crafts of Czech Republic)	<a href="http://www.amsp.cz">www.amsp.cz</a>
Svaz průmyslu a dopravy ČR (Confederation of Industry of the Czech Republic)	<a href="http://www.spocr.cz">www.spocr.cz</a>
Konfederace zaměstnavatelských a podnikatelských svazů České republiky (Confederation of Employers' and Entrepreneurs' Associations of the Czech Republic)	<a href="http://www.kzps.cz">www.kzps.cz</a>
Unie zaměstnavatelských svazů České republiky (Union of Employers Associations)	<a href="http://www.uzs.cz">www.uzs.cz</a>



<b>Denmark</b>	
Dansk Erhverv (Danish Chamber of Commerce)	<a href="http://www.danskerhverv.dk">www.danskerhverv.dk</a>
DI (Confederation of Danish Industry)	<a href="http://www.di.dk">www.di.dk</a>
Dansk Arbejdsgiverforening (DA) (Confederation of Danish Employers)	<a href="http://www.da.dk">www.da.dk</a>
Håndværksrådet (The Danish Federation of Small and Medium-Sized Enterprises (DFSME))	<a href="http://www.hvr.dk">www.hvr.dk</a>
<b>Estonia</b>	
Estonian Association of SMEs (Eesti Väike-ja Keskmiste Ettevõtjate Assotsiatsioon (EVEA))	<a href="http://www.evea.ee">www.evea.ee</a>
Eesti Kaubandus-Tööstuskoda (Estonian Chamber of Commerce and Industry)	<a href="http://www.koda.ee">www.koda.ee</a>
Eesti tööandjate keskkliit (Estonian employers' confederation)	<a href="http://www.ettk.ee">www.ettk.ee</a>
<b>Finland</b>	
Suomen Yrittäjät (The Federation of Finnish Enterprises)	<a href="http://www.yrittajat.fi">www.yrittajat.fi</a>
Suomen Pienyrittäjät (The Federation for Small- and Medium-sized Enterprises in Finland)	<a href="http://www.pienyrittajat.fi">www.pienyrittajat.fi</a>
Elinkeinoelämän keskusliitto EK (Confederation of Finnish Industries)	<a href="http://www.ek.fi">www.ek.fi</a>
Keskuskauppakamari (The Central Chamber of Commerce of Finland)	<a href="http://www.keskuskauppakamari.fi">www.keskuskauppakamari.fi</a>
<b>France</b>	
Mouvement Des Entreprises de France - Direction des relations avec les pouvoirs publics - Commission Europe (MEDEF)	<a href="http://www.medef.fr">www.medef.fr</a>
Confédération Générale des Petites et Moyennes entreprises - Entrepreneuriat Féminin, CGPME (General Confederation of Small and Medium sized Enterprises)	<a href="http://www.cgpme.fr">www.cgpme.fr</a>
Ethic - Entreprises de taille humaine, indépendantes et de croissance	<a href="http://www.ethic.fr">www.ethic.fr</a>
Asemblée des Chambres de Commerce et d'Industrie (ACFI), The Assembly of French Chambers of Commerce and Industry	<a href="http://www.acfci.cci.fr">www.acfci.cci.fr</a>
Union Nationale des Professions Libérales (UNAPL)	<a href="http://www.unapl.org">www.unapl.org</a>
<b>Germany</b>	
Deutscher Industrie- und Handelskammertag (DIHK)	<a href="http://www.dihk.de">www.dihk.de</a>
Bundesvereinigung der Deutschen Arbeitgeberverbände e.V. (BDA)	<a href="http://www.arbeitgeber.de">www.arbeitgeber.de</a>
Bundesverband mittelständische Wirtschaft (BVMW)	<a href="http://www.BVMW.de">www.BVMW.de</a>
Bundesverband der Selbständigen - Deutscher Gewerbeverband (BDS/DGV) e.V.	<a href="http://www.bds-dgv.de">www.bds-dgv.de</a>
Union Mittelständischer Unternehmen e.V.	<a href="http://www.umu.de">www.umu.de</a>
Verband Selbständiger und Gewerbetreibender - Bundesverband unternehmerischer Mittelstand e.V.	<a href="http://www.vsg-verband.de">www.vsg-verband.de</a>
Deutscher Mittelstands-Bund e.V.	<a href="http://www.dmb-ev.de">www.dmb-ev.de</a>
Europaverband der Selbständigen, Bundesverband Deutschland - CEDI,	<a href="http://www.bvd-cedi.de">www.bvd-cedi.de</a>
Bundesverband der Deutschen Industrie e.V. (BDI), Abteilung "Mittelstand und Familienunternehmen" (Federation of German Industries)	<a href="http://www.bdi.eu/mittelstand">www.bdi.eu/mittelstand</a>
Deutscher Arbeitgeber-Verband Haus der Selbständigen	<a href="http://www.dav-ev.de">www.dav-ev.de</a>
Bundesverband der Freien Berufe (BFB) (German Federal Association of Liberal Professions)	<a href="http://www.freie-berufe.de">www.freie-berufe.de</a>
<b>Greece</b>	
SEV Hellenic Federation of Enterprises	<a href="http://www.sev.org.gr">www.sev.org.gr</a>
Union of Hellenic Chambers of Commerce & Industry	<a href="http://www.uhc.gr">www.uhc.gr</a>
<b>Hungary</b>	
Magyar Kereskedelmi és Iparkamara (Hungarian Chamber of Commerce and Industry)	<a href="http://www.mkik.hu">www.mkik.hu</a>
Munkaadók és Gyáriparosok Országos Szövetsége (Confederation of Hungarian Employers and Industrialists)	<a href="http://www.mgyosz.hu">www.mgyosz.hu</a>
Vállalkozók és Munkáltatók Országos Szövetsége (VOSZ). (National Association of Entrepreneurs and Employers)	<a href="http://www.vosz.hu">www.vosz.hu</a>
Magyar Iparszövetség (OKISZ (Hungarian Industrial Association))	<a href="http://www.okisz.hu">www.okisz.hu</a>

Kereskedők és Vendéglátók Országos Érdekképviselői Szövetsége KI-SOSZ	<a href="http://www.kisosz.hu">www.kisosz.hu</a>
<b>Ireland</b>	
Small Firms Association	<a href="http://www.sfa.ie">www.sfa.ie</a>
Irish Small and Medium Enterprises Association	<a href="http://www.ieme.ie">www.ieme.ie</a>
Chambers Ireland	<a href="http://www.chambers.ie">www.chambers.ie</a>
IBEC	<a href="http://www.ibec.ie">www.ibec.ie</a>
<b>Italy</b>	
Confederazione Generale dell'Industria Italiana - (Confindustria)	<a href="http://www.confindustria.it">www.confindustria.it</a>
Confederazione Nazionale dell'Artigianato e della Piccola e Media Impresa (CNA)	<a href="http://www.cna.it">www.cna.it</a>
Confederazione Europea Piccole Imprese (CEPI-UCI) (European Confederation of Small-sized Enterprises)	<a href="http://www.cepi-uci.it">www.cepi-uci.it</a>
Confederazione nazionale delle piccole industrie (Confapi)	<a href="http://www.confapi.org">www.confapi.org</a>
Confederazione Nazionale Autonoma Artigiani Piccoli e medi Imprenditori (CAPIMED) (National Confederation Piccoli Autonomous Artisans and medium entrepreneurs)	<a href="http://www.capimed.it">www.capimed.it</a>
UNIMPRESA	<a href="http://www.inimpresa.it">www.inimpresa.it</a>
Confederazione Italiana Esercenti Attività Commerciali Turistiche e dei Servizi - Confesercenti	<a href="http://www.confesercenti.it">www.confesercenti.it</a>
Unioncamere	<a href="http://www.unioncamere.it">www.unioncamere.it</a>
Confartigianato	<a href="http://www.confartigianato.it">www.confartigianato.it</a>
<b>Latvia</b>	
Latvijas Tirdzniecības un rūpniecības kamera (Latvian Chamber of Commerce and Industry)	<a href="http://www.chamber.lv">www.chamber.lv</a>
Latvijas mazo un videjo uzņēmēju konfederācija (LatvianC onfederation of SMEs)	<a href="http://www.lmvuk.lv">www.lmvuk.lv</a>
Latvijas Darba devēju konfederācija (Employers' Confederation of Latvia)	<a href="http://www.lddk.lv">www.lddk.lv</a>
<b>Lithuania</b>	
Lietuvos verslo darbdavių konfederacija (Lithuanian Business Employers' Confederation)	<a href="http://www.lvdk.eu">www.lvdk.eu</a>
Lietuvos prekybos, pramonės ir amatų rūmų asociacija (Lithuanian Chambers of Commerce, Industry and Crafts (ALCCIC))	<a href="http://www.chambers.lt">www.chambers.lt</a>
Lietuvos pramonininkų konfederacija (Lithuanian Confederation of Industrialists)	<a href="http://www.lpk.lt">www.lpk.lt</a>
<b>Luxembourg</b>	
Confédération Luxembourgeoise du Commerce	<a href="http://www.clc.lu">www.clc.lu</a>
Fedil - Business Federation Luxembourg	<a href="http://www.fedil.lu">www.fedil.lu</a>
Chambre de Commerce Luxembourg	<a href="http://www.cc.lu">www.cc.lu</a>
<b>Malta</b>	
Malta Chamber of SMEs (GRTU)	<a href="http://www.grtu.org.mt">www.grtu.org.mt</a>
Malta Chamber of Commerce, Enterprise and Industry (MCCEI)	<a href="http://www.chamber.org.mt">www.chamber.org.mt</a>
<b>Netherlands</b>	
MKB Nederland (MKB The Netherlands)	<a href="http://www.mkb.nl">www.mkb.nl</a>
Vereniging VNO-NCW (Confederation of Netherlands Industry and Employers VNO-NCW)	<a href="http://www.vno-ncw.nl">www.vno-ncw.nl</a>
Kamer van Koophandel (Chamber of Commerce)	<a href="http://www.kvk.nl">www.kvk.nl</a>
<b>Poland</b>	
Naczelna Rada Zrzeszeń Handlu i Usług	<a href="http://www.kupiec.org.pl">www.kupiec.org.pl</a>
Polska Konfederacja Pracodawców Prywatnych Lewiatan (Polish Confederation of Private Employers Lewiatan)	<a href="http://www.pkpplewiatan.pl">www.pkpplewiatan.pl</a>
Konfederacja Pracodawców Polskich (Confederation of Polish Employers)	<a href="http://www.kpp.org.pl">www.kpp.org.pl</a>
Krajowa Izba Gospodarcza (Polish Chamber of Commerce)	<a href="http://www.kiq.pl">www.kiq.pl</a>

<b>Portugal</b>	
Associação das PME-Portugal (Portugal SMEs Association)	<a href="http://www.pmeportugal.pt">www.pmeportugal.pt</a>
ANPME - Associação Nacional de PMEs (ANPME-Portuguese SME National Association)	<a href="http://www.anpmes.org">www.anpmes.org</a>
Associação Comercial de Lisboa / Câmara de Comércio e Indústria Portuguesa (ACL /CCIP) (Lisbon Trade Association / Portuguese Chamber of Commerce and Industry)	<a href="http://www.port-chambers.com">www.port-chambers.com</a>
Associação Empresarial de Portugal (AEP) (Portuguese Business Association)	<a href="http://www.aeportugal.pt">www.aeportugal.pt</a>
Associação Comercial do Porto / Câmara de Comércio e Indústria do Porto (ACP/CCIP) (Porto Commercial Association / Porto Chamber of Commerce and Industry)	<a href="http://www.cciporto.com">www.cciporto.com</a>
Associação Industrial Portuguesa-Confederação Empresarial (AIP-CE) (Portuguese Industrial Association-Entrepreneurs Confederation)	<a href="http://www.aip.pt">www.aip.pt</a>
Confederação da Indústria Portuguesa/Confederation of Industry Portugal (CIP).	<a href="http://www.cip.org.pt">www.cip.org.pt</a>
<b>Romania</b>	
Asociatia Pentru Antreprenoriat Din Romania (APAR) (Romanian Association for Entrepreneurship)	<a href="http://www.apar.biz">www.apar.biz</a>
Consiliul National al Intreprinderilor Private Mici si Mijlocii din Romania - CNIPMMR (National Council of Small and Medium Sized Private Enterprises in Romania)	<a href="http://www.cnipmmr.ro">www.cnipmmr.ro</a>
National institute for SMEs	<a href="http://www.inimm.ro">www.inimm.ro</a>
Chamber of Commerce and Industry of Romania (The Chamber of Commerce and Industry of Romania)	<a href="http://www.ccir.ro">www.ccir.ro</a>
Alianta Confederatiilor Patronale din Romania - ACPR	<a href="http://www.acpr.ro">www.acpr.ro</a>
<b>Slovakia</b>	
Asociácia zamestnávateľských zväzov a združení Slovenskej republiky (Federation of Employers' Associations of the Slovak Republic)	<a href="http://www.azzz.sk">www.azzz.sk</a>
Slovenská obchodná a priemyselná komora (Slovak Chamber of Commerce and Industry)	<a href="http://www.sopk.sk">www.sopk.sk</a>
Združenie podnikateľov Slovenska (Entrepreneurs Association of Slovakia)	<a href="http://www.zps.sk">www.zps.sk</a>
Slovenská asociácia malých podnikov (Slovak Association of Small Enterprises)	<a href="http://www.samp-msp.sk">www.samp-msp.sk</a>
Podnikateľská aliancia Slovenska (Business Alliance of Slovakia)	<a href="http://www.alianciapas.sk">www.alianciapas.sk</a>
Republiková únia zamestnávateľov (National Union of Employers)	<a href="http://www.ruzsr.sk">www.ruzsr.sk</a>
<b>Slovenia</b>	
Gospodarska zbornica Slovenije (Chamber of Commerce and Industry of Slovenia)	<a href="http://www.qzs.si">www.qzs.si</a>
Združenje delodajalcev Slovenije (Association of employers of Slovenia)	<a href="http://www.zds.si">www.zds.si</a>
<b>Spain</b>	
CEPYME- Confederacion Española de Pequeña y Mediana Empresa (Spanish Confederation for SMEs)	<a href="http://www.cepyme.es">www.cepyme.es</a>
ATA- Federación Nacional de Asociaciones de Trabajadores Autónomos (ATA- National Federation of Associations of Self-employed workers)	<a href="http://www.autonomos-ata.com">www.autonomos-ata.com</a>
UPTA-Unión de Profesionales y Trabajadores Autónomos (UPTA-Union of Professionals and Autonomous Workers)	<a href="http://www.upta.es">www.upta.es</a>
CEAT - Confederacion Española de Autonomos (Spanish Confederation of Self-employed workers)	<a href="http://www.ceat.org.es">www.ceat.org.es</a>
Consejo Superior Cámaras de Comercio, Industria y Navegación de España (Superior Council of Chambers of Commerce, Industry and Navigation of Spain)	<a href="http://www.camaras.org">www.camaras.org</a>
Confederation des Employeurs Espagnols (CEOE)	<a href="http://www.ceoe.es">www.ceoe.es</a>

<b>Sweden</b>	
Företagarna (Federation of Private Enterprises)	<a href="http://www.foretagarna.se">www.foretagarna.se</a>
Svenskt Näringsliv (Confederation of Swedish Enterprises)	<a href="http://www.svensktnaringsliv.se">www.svensktnaringsliv.se</a>
Svensk industriförening (The Swedish Industry Association)	<a href="http://www.sinf.se">www.sinf.se</a>
SFA-Smaföretagaralliansen (Swedish Business Alliance)	<a href="http://www.sfalliansen.se">www.sfalliansen.se</a>
Svenska Handelskammarförbundet (Association of Swedish Chambers of Commerce)	<a href="http://www.cci.se">www.cci.se</a>
Företagarförbundet	<a href="http://www.ff.se">www.ff.se</a>
<b>UK</b>	
The National Federation of Self Employed and Small Business Ltd	<a href="http://www.fsb.org.uk">www.fsb.org.uk</a>
The Forum of Private Business	<a href="http://www.fpb.org">www.fpb.org</a>
British Chamber of Commerce BCC	<a href="http://www.britishchambers.org.uk">www.britishchambers.org.uk</a>
CBI	<a href="http://www.cbi.org.uk">www.cbi.org.uk</a>

<b>Small and medium-sized enterprises (regional level)</b>	
<i>Organisation per country</i>	<i>Website</i>
<b>Belgium</b>	
Brussels Enterprises, Commerce and industry (Beci)	<a href="http://www.beci.be">www.beci.be</a>
Union Wallonne des Entreprises (Walloon Business federation)	<a href="http://www.uwe.be">www.uwe.be</a>
Voka - Vlaams Economisch Verbond (Voka - Flanders Chamber of Commerce and Industry)	<a href="http://www.voka.be">www.voka.be</a>
<b>Spain</b>	
PIME BALEARS(Confederation for Balearic SMEs)	<a href="http://www.pimeb.net">www.pimeb.net</a>
PIMEC (Catalonian Confederation for SMEs)	<a href="http://www.pimec.es">www.pimec.es</a>
PYMEV- Confederación Valenciana de la Pequeña y Mediana Empresa (Valencian Confederation of SMEs)	<a href="http://www.pymev.es">www.pymev.es</a>
<b>UK</b>	
CBI Scotland	<a href="http://www.cbi.org.uk">www.cbi.org.uk</a>
CBI Wales	<a href="http://www.cbi.org.uk">www.cbi.org.uk</a>
CBI Northern Ireland	<a href="http://www.cbi.org.uk">www.cbi.org.uk</a>

### 5.3 Co-operatives and social economy enterprises

The so-called social economy enterprises form an important part of the European economy. There are around 2 million social economy enterprises that employ over 11 million people. Seventy percent of the employees are employed in non-profit associations, 26% in cooperatives and 3% in mutuals. Social economy enterprises are present in almost all sectors of the economy, such as banking, insurance, craft, various commercial services, and health and social services etc.

Social economy enterprises are in their majority SMEs, therefore they are part of the enterprise policy of the European Commission. In the table below, organisations are included that cover the social economy enterprises. In the majority of Member States, organisations have been identified. A distinction can be made between:

- cooperatives;
- mutual societies;
- foundations and associations;
- social enterprises.

Some of the organisations identified, combine more than one category, for example the cooperatives and the social enterprises (for example, social cooperatives in Italy).

The majority of the horizontal organisations identified represent the co-operatives. Some of them have already existed for a long time: they were established at the end of the 19<sup>th</sup> century or the beginning of the 20<sup>th</sup> century. In some countries only one organisation has been found while in other there are more; such as in Italy and France.

In almost half of the Member States, organisations specifically representing social enterprises have been identified. The majority have only existed for a few years and are rather small in terms of number of employees. Also for the other categories of entities within the social economy, organisations have been identified in most of the Member States.

Also regarding the representation of social economy enterprises, a distinction can be made between organisations in which only individual entities can become a member and organisations that include both organisations and individual entities. Membership is voluntary. The larger organisations use more ways (such as panels) to consult their members and have developed more information and communication methods (a magazine, newsletter, direct contact with politicians and administrations etc.). The same holds for the participation in official and consultation committees.

Only a few of the organisations have an office in Brussels, but at least one third of the organisations identified are members of the European Confederation of Workers' Co-operatives, Social Co-operatives and Social and Participative Enterprises (CECOP) and around one eighth are members of Social Economy Europe<sup>1</sup>. Other European organisations which have been joined are a.o: Cooperatives Europe, COOP EURO, Social Firms Europe (CEFEC), Social Platform, the Association of Mutual Insurers and Insurance Cooperatives in Europe (AMICE), the European Network for Social Integration Enterprises (ENSIE) and the European and International Research and Development Service for the Social Economy and the Co-operatives (DIESIS).<sup>2</sup>

In Belgium, Germany, Spain and the United Kingdom organisations have also been identified at regional level. In general, the organisation active at national level, also include a network of representative organisations at regional level. Examples are the Bundesnetzwerk Bürgerschaftliches Engagement (BBE) in Germany, and the United Kingdom Co-operative Council.

<sup>1</sup> This is a permanent committee regrouping all families of 'social economy'. See [www.socialeconomy.eu.org](http://www.socialeconomy.eu.org).

<sup>2</sup> Other European organizations are the International Centre of Research and Information on the Collective Economy (CIRIEC) and the European Network for Cities and Regions for Social Economy (REVES).

<b>Co-operatives and social economy enterprises (national level)</b>	
<i>Organisation per country</i>	<i>Website</i>
<b>Austria</b>	
Österreichischer Genossenschaftsverband (Austrian Co-operatives Association)	<a href="http://www.oegv.volksbank.at">www.oegv.volksbank.at</a>
Verband Österreichischer Privatstiftungen (VÖP) (Association of Austrian Private Foundations)	<a href="http://www.stiftungsverband.at">www.stiftungsverband.at</a>
bdv - Bundesdachverband für Soziale Unternehmen	<a href="http://www.bdv.at">www.bdv.at</a>
<b>Belgium</b>	
Fédération belge de l'économie sociale et coopérative	<a href="http://www.febecoop.be">www.febecoop.be</a>
<b>Bulgaria</b>	
Central Cooperative Union	<a href="http://www.ccu-bg.com">www.ccu-bg.com</a>
Association of Social Enterprises in Bulgaria	<a href="http://www.aseb-bg.org">www.aseb-bg.org</a>
National Union of Worker Producers Cooperatives in Bulgaria	<a href="http://www.uniontpk.com">www.uniontpk.com</a>
<b>Cyprus</b>	
Pancyprian Volunteerism Coordinating Council	<a href="http://www.volunteerism-cc.org.cy">www.volunteerism-cc.org.cy</a>
Pancyprian Co-operative Confederation	-
<b>Czech Republic</b>	
Asociace komunitních nadací v České republice (Czech Association of Community Foundations)	<a href="http://www.akncr.cz">www.akncr.cz</a>
Družstevní Asociace České republiky (Cooperative Association of the Czech Republic)	<a href="http://www.dacr.cz">www.dacr.cz</a>
Asociace nestátních neziskových organizací v České republice (Association of Non-governmental Organisations in the Czech Republic)	<a href="http://www.asociacenno.cz">www.asociacenno.cz</a>
SKOK - Spolek oborové konference nestátních neziskových organizací působících v sociální a zdravotně sociální oblasti (SKOK) The association of Non-Governmental, Non Profit Organisations Active in the Areas of Social Assistance and Social Health Care	<a href="http://www.skok.biz">www.skok.biz</a>
<b>Denmark</b>	
Center for Socialøkonomi (Center for Social Economy)	<a href="http://www.socialøkonomi.dk">www.socialøkonomi.dk</a>
Kooperationen	<a href="http://www.kooperationen.dk">www.kooperationen.dk</a>
FDB: Danish Consumers Cooperative society	<a href="http://www.fdb.dk">www.fdb.dk</a>
<b>Estonia</b>	
Eesti Tööühistute, Osalustevõtete ja Sotsiaalmajanduslike Organisatsioonide Ühendus Estcoop (Estonian Union of Worker Cooperatives, Participative Enterprises and Social Economy Organisation)	-
<b>Finland</b>	
VATES-säätiö (VATES Foundation)	<a href="http://www.vates.fi">www.vates.fi</a>
Pellervo-seura (Pellervo Confederation of Finnish Cooperatives)	<a href="http://www.zgv-online.de">www.zgv-online.de</a>
Coop Finland ry (Coop Finland)	<a href="http://www.coopin.coop">www.coopin.coop</a>
<b>France</b>	
Conférence Permanente des Coordinations Associatives - ARDEVA (CPCA)	<a href="http://www.cpcs.asso.fr">www.cpcs.asso.fr</a>
Centre des Jeunes Dirigeants et des acteurs de l'Economie Sociale (CJ-DES)	<a href="http://www.cjdes.org">www.cjdes.org</a>
Fédération Nationale de la Mutualité Française (FNMF)	<a href="http://www.mutualite.fr">www.mutualite.fr</a>
Union des Groupements des Employeurs Mutualistes (UGEM)	<a href="http://www.ugem.net">www.ugem.net</a>
CGSCOP	<a href="http://www.scop.coop">www.scop.coop</a>
Groupement National de la Coopération (GNC)	<a href="http://www.entreprises.coop">www.entreprises.coop</a>
Centre Français des Fondations (CFF)	<a href="http://www.centre-francais-fondations.org">www.centre-francais-fondations.org</a>
Conseil des Entreprises, Employeurs et Groupements de l'Economie Sociale (CEGES)	<a href="http://www.ceges.org">www.ceges.org</a>
<b>Germany</b>	
Deutscher Genossenschafts- und Raiffeisenverband e.V. (DGRV)	<a href="http://www.dgrv.de">www.dgrv.de</a>
AWO Arbeiterwohlfahrt Bundesverband e.V.	<a href="http://www.awo.org">www.awo.org</a>

Bundesverband Deutscher Stiftungen e.V.	<a href="http://www.stiftungen.org">www.stiftungen.org</a>
Bundesarbeitsgemeinschaft der Freiwilligenagenturen (bagfa e.V.)	<a href="http://www.bagfa.de">www.bagfa.de</a>
Bundesnetzwerk Bürgerschaftliches Engagement (BBE)	<a href="http://www.b-b-e.de">www.b-b-e.de</a>
<b>Hungary</b>	
Általános Fogyasztási Szövetkezetek és Kereskedelmi Társaságok Országos Szövetsége) AFEOSZ	<a href="http://www.afeosz.hu">www.afeosz.hu</a>
<b>Italy</b>	
Lega Nazionale Cooperative e Mutue (National League of Cooperatives and Mutuals)	<a href="http://www.legacoop.coop">www.legacoop.coop</a>
Unione Nazionale Cooperative Italiane (UNCI)	<a href="http://www.unci.org">www.unci.org</a>
Confcooperative	<a href="http://www.confcooperative.it">www.confcooperative.it</a>
Associazione generale cooperative italiane (AGCI)	<a href="http://www.agci.it">www.agci.it</a>
<b>Latvia</b>	
Latvian Central Co-operative Union	<a href="http://www.csturiba.lv">www.csturiba.lv</a>
<b>Luxembourg</b>	
Agence du Bénévolat Luxembourg	<a href="http://www.benevolat.lu">www.benevolat.lu</a>
<b>Malta</b>	
Organisation of Maltese Co-operatives (APEX)	<a href="http://www.apex.coop">www.apex.coop</a>
<b>Netherlands</b>	
Sociale Ondernemerskamer (The Chamber of Social Entrepreneurs)	<a href="http://www.desocialeondernemerskamer.nl">www.desocialeondernemerskamer.nl</a>
<b>Poland</b>	
National Co-operative Council (NCC)	<a href="http://www.krs.com.pl">www.krs.com.pl</a>
<b>Portugal</b>	
Confederação Nacional das Instituições de Solidariedade (CNIS) (National Confederation of Solidarity Institutions)	<a href="http://www.cnis.pt">www.cnis.pt</a>
Federação Nacional de Cooperativas de Solidariedade Social (FENACERCI) (National Federation of Social Cooperatives)	<a href="http://www.fenacerci.pt">www.fenacerci.pt</a>
Confederação Cooperativa Portuguesa (CONFECOOP)	<a href="http://www.confe.coop">www.confe.coop</a>
<b>Romania</b>	
CENTROCOOP	<a href="http://www.centrocoop.com">www.centrocoop.com</a>
Uniunea Nationala a Cooperatiei Mestesugaresti (Romania National Union Of Handicraft And Production Cooperatives of Romania - UCECOM)	<a href="http://www.ucecom.ro">www.ucecom.ro</a>
Uniunea Nationala a Caselor de Ajutor Reciproc ale Salariatilor din Romania (National Association of Romanian Credit Unions)	<a href="http://www.uncar.ro">www.uncar.ro</a>
<b>Slovakia</b>	
COOP Produkt Slovensko (COOP Product Slovakia)	<a href="http://www.cpscoop.sk">www.cpscoop.sk</a>
Družstevná únia Slovenskej republiky (Cooperative Union of the Slovak Republic)	<a href="http://www.dusr.sk">www.dusr.sk</a>
<b>Slovenia</b>	
Co-operative Union of Slovenia Ltd	<a href="http://www.zadrusna-zveza.si">www.zadrusna-zveza.si</a>
<b>Spain</b>	
CEPES-Confederación Empresarial Española de la Economía Social (CEPES - Spanish Business Confederation of Social Economy)	<a href="http://www.cepes.es">www.cepes.es</a>
CONFESAL- Confederación Empresarial de Sociedades Laborales (Business Confederation of Labour Public Limited Companies)	<a href="http://www.confesal.es">www.confesal.es</a>
GRUPO ASCES-Asociación para la Cooperación de la Economía Social (ASCES GROUP- Association for the Cooperation in Social Economy)	<a href="http://www.grupoasc.es">www.grupoasc.es</a>
Confederación Española de Cooperativas de Trabajo Asociado (COCETA) (Spanish Confederation of Associated Worker Cooperatives)	<a href="http://www.coceta.coop">www.coceta.coop</a>
Confederación Española de Mutualidades/Spanish Confederation of Mutual Provident Societies (CNEPS)	<a href="http://www.cneps.es">www.cneps.es</a>
<b>Sweden</b>	
Coompanion Kooperativ Utveckling Sverige	<a href="http://www.coompanion.se">www.coompanion.se</a>
Sociala Srbetskooperativens intresseorganisation (SKOOP) (Swedish	<a href="http://www.skoop.se">www.skoop.se</a>

Organization for Social Co-operatives)	
<b>UK</b>	
Social Firms UK	<a href="http://www.socialfirms.co.uk">www.socialfirms.co.uk</a>
Social Enterprise Coalition	<a href="http://www.socialenterprise.org.uk">www.socialenterprise.org.uk</a>
National Association of Co-operative	-
National Council for Voluntary Organisation	<a href="http://www.ncvo-vol.org.uk">www.ncvo-vol.org.uk</a>
Co-operatives UK	<a href="http://www.cooperatives-uk.coop">www.cooperatives-uk.coop</a>

<b>Co-operatives and social economy enterprises (regional level)</b>	
<i>Organisation per country</i>	<i>Website</i>
<b>UK</b>	
Scottish Social Enterprise Coalition	<a href="http://www.ssec.org.uk">www.ssec.org.uk</a>
Co-operatives & Mutuels Wales	<a href="http://www.wales.coop">www.wales.coop</a>
Co-operation & Mutuality Scotland	<a href="http://www.scotland.coop">www.scotland.coop</a>
Co-operative Forum (Northern Ireland)	-

## 5.4 Craft enterprises

As described in chapter 3, there is no unified definition of craft in the European Union and only a limited number of Member States have a legal definition of craft: Austria, France, Germany, Italy, Luxembourg, the Netherlands, Portugal and Slovenia.<sup>1</sup>

As described in Chapter 3, craft enterprises may be characterised as follows. In craft enterprises, the owner of the enterprise plays an important role: he/she has strong personal responsibility and prefers to be financially independent. The enterprise delivers an important contribution to products and services, so products/services are often tailor-made or produced in small quantities. Therefore craft, technical and managerial competences play an important role in the enterprises and these competences are transferred via the personnel (for example through apprentice systems). There is often a close relationship with the client and craft enterprises play an important role in local communities.

In the table below, the business organisations covering the enterprises in the craft sector are presented. Also organisations are included that cover other comparable sectors. Examples are the Federation of Professional Craftmen & Shop Keepers in Cyprus or the Chamber of Craft and Small Business of Slovenia or the Folk art. The vast majority however are focussing on the enterprises active in the craft sector only.

In the majority of the EU Member States organisations are identified. In a.o. Belgium, Ireland, Lithuania and the United Kingdom, there are no horizontal business organisations found, focusing specifically on this type of enterprises. In most countries one or two organisations are identified. In France, Italy, Germany and Spain more organisations are active.

<sup>1</sup> European Economic and Social Committee, The craft sector and SMEs in Europe, Brussels, and ZDH, Handwerkskammern in Europa - ein Organisationsvergleich, Brussels, 2004.



A distinction can be made between chambers of craft and other organisations. In Bulgaria, France, Latvia, Luxembourg, Slovakia and Slovenia, national chambers of craft are the organisations representing these enterprises at national level. In for example France, Germany and Italy, the regional chambers of craft are represented at national level by federations/confederations. In Austria, the federation of chambers of commerce (Wirtschaftskammer Österreich WKÖ) also includes the Chambers of Craft.

In the countries with organisations other than chambers, a distinction can also be made between national organisations on the one side and federations on the other side. Of the first category, in most cases, only individual enterprises/entrepreneurs can become a member whereas organisations as well as individual enterprises/entrepreneurs can join the second group. Membership of these organisations is voluntary.

In countries with a legal definition of craft, enterprises falling under this definition are obliged to become member of a chamber of craft (for example Italy) or the craft organisation (for example the Netherlands). If in these countries the local chambers/organisations are confederated in a national organisation, the local chambers/organisations are obliged to become member of the confederation.

Some of the organisations covering craft enterprises have already existed for a long time; some were already established in the 19<sup>th</sup> century, others only in the 1990s. Also the size of the organisations varies greatly; in countries in which membership of a craft chamber is obligatory the business organisations representing these enterprises are larger.

The consultation methods as well as the information and communications methods used, depend on the size of the organisation. This holds also for the number of committees in which the organisation participates. The larger organisations also comprise an EU policy advisor or team and some have an office in Brussels. The following organisations are a member of UEAPME:

- Wirtschaftskammer Österreich WKÖ (Bundessparte Gewerbe und Handwerk)/Chambers of Commerce Austria (Austria);
- National Chamber of Skilled Crafts (Bulgaria);
- Sdružení podnikatelů a živnostníků České republiky/Association of Small and Medium sized Enterprises and Crafts of Czech Republic (AMSP-CR), (Czech Republic);
- Union Professionnelle de l'Artisanat (UPA), (France);
- Zentralverband des Deutschen Handwerks and Bundesvereinigung der Fachverbände des Deutschen Handwerks (ZDH and BFH)/The German Confederation of Skilled Crafts (Germany);
- Ipartestületek Országos Szövetsége (IPOSZ)/ Hungarian association of craftsmen's corporations (Hungary);
- Confederazione Generale Italiana dell'Artigianato (CONFARTIGIANATO), (Italy);
- Confederazione Nazionale dell'Artigianato e delle Piccole e Medie Imprese (CNA), (Italy);
- Latvijas Amatniecības kamera/Latvian Chamber of Craft (LAK), (Latvia);
- Chambres des Métiers du Grand Duché de Luxembourg (Luxembourg);
- Fédération des Artisans (FDA), (Luxembourg);
- Slovensk Zivnostensk Zväz (SZZ)/ Slovak Craft Association (Slovakia);

- Obrtna Zbornica Slovenije (OZS)/Chamber of Craft and Small Business of Slovenia (Slovenia).

<b>Craft enterprises (national level)</b>	
<i>Organisation per country</i>	<i>Website</i>
<b>Bulgaria</b>	
National Chamber of Skilled Crafts of Bulgaria	<a href="http://www.nzkgb.org">www.nzkgb.org</a>
<b>Cyprus</b>	
Cyprus Federation of Professional Craftsmen & Shopkeepers	<a href="http://www.povek.com">www.povek.com</a>
<b>Czech Republic</b>	
Sdružení podnikatelů a živnostníků České republiky (Association of Entrepreneurs and Craftsmen in the Czech Republic)	<a href="http://www.sdryzenispcr.cz">www.sdryzenispcr.cz</a>
<b>Estonia</b>	
Eesti Käsitöö Estonian Folk Art and Craft Association	<a href="http://www.folkart.ee">www.folkart.ee</a>
<b>France</b>	
Union Professionnelle Artisanale (UPA)	<a href="http://www.upa.fr">www.upa.fr</a>
Société d'Encouragement aux Métiers d'Art (SEMA)	<a href="http://www.metiersdart-artisanat.com">www.metiersdart-artisanat.com</a> , <a href="http://www.moveart.org">www.moveart.org</a>
Chambres de Métiers et de l'Artisanat (CMA)	<a href="http://www.artisanat.fr">www.artisanat.fr</a>
<b>Germany</b>	
Zentralverband des Deutschen Handwerks (ZDH) (The German Confederation of Skilled Crafts)	<a href="http://www.zdh.de">www.zdh.de</a>
<b>Greece</b>	
Hellenic Confederation of Professionals, Craftsmen and Merchants (GSEVEE.)	<a href="http://www.gsevee.gr">www.gsevee.gr</a>
<b>Hungary</b>	
Hungarian association of craftsmen's corporations (IPOSZ)	<a href="http://www.iposz.hu">www.iposz.hu</a>
<b>Italy</b>	
Confederazione Italiana Lavoratori Artigiani (CILA)	<a href="http://www.cilanazionale.org">www.cilanazionale.org</a>
Confederazione Autonoma Sindacati Artigiani (CASARTIGIANI)	<a href="http://www.casartigiani.org">www.casartigiani.org</a>
<b>Latvia</b>	
Latvijas Amatniecības kamera (The Latvian Chamber of Crafts)	<a href="http://www.lak.lv">www.lak.lv</a>
<b>Luxembourg</b>	
Chambre des Métiers du Grand-Duché de Luxembourg (Chamber of Skilled Craft Trades of the Grand-Duchy of Luxembourg)	<a href="http://www.cdm.lu">www.cdm.lu</a>
Fédération des Artisans	<a href="http://www.fda.lu">www.fda.lu</a>
<b>Netherlands</b>	
Hoofdbedrijfschap Ambachten (Dutch board for Craft Trades)	<a href="http://www.hba.nl">www.hba.nl</a>
<b>Poland</b>	
Związek Rzemiosła Polskiego ZRP (Polish Craft Association)	<a href="http://www.zrp.pl">www.zrp.pl</a>
<b>Portugal</b>	
Federação Portuguesa de Artes e Ofícios (FPAO)	<a href="http://www.fpao.org">www.fpao.org</a>
<b>Romania</b>	
Fundatia Pentru Mestesuguri (Crafts Foundation Romania)	<a href="http://www.crafts.ro">www.crafts.ro</a>
<b>Slovakia</b>	
Slovenská živnostenská komora (Slovak Craft Chamber)	<a href="http://www.szk.sk">www.szk.sk</a>
Slovenský živnostenský zväz (Slovak Craft Association)	<a href="http://www.szz.sk">www.szz.sk</a>
<b>Slovenia</b>	
OZS - Obrtno-podjetniška zbornica Slo (Chamber of Craft and Small Business of Slovenia)	<a href="http://www.ozs.si">www.ozs.si</a>
<b>Spain</b>	
Oficio y Arte-Organización de Artesanos de España (Spanish Craftsmen's Organization)	<a href="http://www.oficioarte.org">www.oficioarte.org</a>
<b>Sweden</b>	
Hantverkarnas Riksorganisation	<a href="http://www.hantverkarna.se">www.hantverkarna.se</a>

<b>Craft enterprises (regional level)</b>	
<i>Organisation per country</i>	<i>Website</i>
<b>Spain</b>	
FADA-Federación de Artesanos de Andalucía	<a href="http://www.artesaniadeandalucia.org">www.artesaniadeandalucia.org</a>
Asociación Profesional de Artesanos de Aragón (Professional Association of Craftsmen of Aragón)	<a href="http://www.artearagon.com">www.artearagon.com</a>
Artesanía de Asturias (Craftwork of Asturias)	<a href="http://www.artesaniadeasturias.com">www.artesaniadeasturias.com</a>
A.P.A. Artesanos Profesionales de Asturias (Professional Craftsmen of Asturias)	<a href="http://www.hifer.com/apa/">www.hifer.com/apa/</a>
Associació d'Artesans de Les Illes Balears (Association of Craftsmen of Islas Baleares)	-
FRACAMAN-Federación Regional de Artesanos de Castilla-La Mancha (Regional Federation of Craftsmen of Castilla-La Mancha)	<a href="http://www.artesaniadecastillalamancha.com">www.artesaniadecastillalamancha.com</a>
FOACAL - Federación de Organizaciones Artesanas de Castilla y León (Federation of Craftwork Organisations of Castilla y León)	<a href="http://www.foacal.org">www.foacal.org</a>
Artesanía de Extremadura (Craftwork of Extremadura)	<a href="http://www.artesaniadeextremadura.com">www.artesaniadeextremadura.com</a>
AGA-Asociación Galega de Artesáns (Association of Craftmen of Galicia)	<a href="http://www.galegadeartesans.org">www.galegadeartesans.org</a>
Agrupación profesional de artesanos de la Comunidad de Madrid (Professional Association of Craftmen of Madrid)	<a href="http://www.galegadeartesans.org">www.galegadeartesans.org</a>

## 5.5 Women entrepreneurs

In this section, the horizontal business organisations are presented that focus on women entrepreneurs. As described in Chapter 3, there is no unified definition of women entrepreneurs in the European Union. A woman entrepreneur may, for instance, be a woman that owns a business, runs a business or manages a business. In this study, horizontal business organisations are identified that focus on women having set-up, taken over, or run a business. This means that, for example, organisations that focus on women in general or on women in higher positions are not presented.

In addition, a number of the horizontal business organisations covering all categories of enterprise, have set up special initiatives focussing on women such as Confartigianato, in Italy (Confartigianato giovani imprenditori) or WKÖ - Frau in der Wirtschaft in Austria.

In the vast majority of Member States, horizontal business organisations covering this type of enterprise are found. In some countries only one organisation is identified, whereas in others, such as France, Hungary, Germany, Romania and Spain, more organisations have been found. There seems to be no relationship between the size of an economy and the number of organisations identified. This lack of relationship seems to apply in both the new and the old Member States.

Some of the organisations have existed for a long time (from the beginning of the 20th century), but the vast majority have been set up during the last 20 years. In general the organisations are rather small in term of number of employees.

Unfortunately, a very limited number of organisations were willing to provide the information needed for this study, therefore it is not possible to draw a general picture on how these organisations consult their members, what communication

and information methods they use and to what extent they participate in official and consultation committees.

A number of the organisations identified are members of FEM (Female Europeans of Medium and Small Enterprises).

<b>Enterprises run by women entrepreneurs (national level)</b>	
<i>Organisation per country</i>	<i>Website</i>
<b>Austria</b>	
Frau im ÖGV - Österreichischer Gewerbeverein	<a href="http://www.frau-im-ogv.at">www.frau-im-ogv.at</a>
<b>Bulgaria</b>	
Association of Women entrepreneurs in Bulgaria -Selena (Selena Association of Women Entrepreneurs in Bulgaria)	<a href="http://www.selena-bg-it.eu">www.selena-bg-it.eu</a>
<b>Czech Republic</b>	
Svaz podnikatelek České republiky (Association of Women Entrepreneurs of the Czech)	<a href="http://www.svazpodnikatelek.cz">www.svazpodnikatelek.cz</a>
<b>Denmark</b>	
Virksomme Kvinder	<a href="http://www.virksommekvinder.dk">www.virksommekvinder.dk</a>
<b>Estonia</b>	
Eesti Ettevõtlike Naiste Assotsiatsioon (Association of Business and Professional Women)	<a href="http://www.bpw-estonia.ee">www.bpw-estonia.ee</a>
Eesti Naisettevõtjate Liit (Union of Estonian Women Entrepreneurs)	<a href="http://www.enel.ee">www.enel.ee</a>
<b>Finland</b>	
Yrittäjänaisen Keskusliitto ry (The Central Association of Women Entrepreneurs in Finland)	<a href="http://www.yrittajanaiset.fi">www.yrittajanaiset.fi</a>
Naisyrittäjyyskeskus ry (The Women's Enterprise Agency)	<a href="http://www.naisyrittajakeskus.fi">www.naisyrittajakeskus.fi</a>
<b>France</b>	
Femmes Chefs d'Entreprises Mondiales FCEM (World Women Entrepreneurs)	<a href="http://www.fcefrance.fr">www.fcefrance.fr</a>
Club International de Femmes Entrepreneurs (CIFE)	<a href="http://www.club-cife.org">www.club-cife.org</a>
<b>Germany</b>	
Schöne Ausichten - Verband selbständiger Frauen e.V.	<a href="http://www.schoene-aussichten.de">www.schoene-aussichten.de</a>
Verband deutscher Unternehmerinnen (VdU) e. V.	<a href="http://www.vdu.de">www.vdu.de</a>
<b>Greece</b>	
Greek Association of Women Entrepreneurs	<a href="http://www.sege.gr">www.sege.gr</a>
National Chamber Network of Women Entrepreneurs	<a href="http://www.grcwn.gr">www.grcwn.gr</a>
<b>Hungary</b>	
Magyar Üzletasszonyok Egyesülete (Public Association of Hungarian Woman Entrepreneurs)	<a href="http://www.uzletasszonyokegyesulete.hu">www.uzletasszonyokegyesulete.hu</a>
<b>Italy</b>	
AIDDA, Associazione Imprenditrici e Donne Dirigenti d'Azienda (Women Entrepreneurs Association)	<a href="http://www.aidda.org">www.aidda.org</a>
<b>Lithuania</b>	
Lietuvos profesiniu sajungu konfederacijos Moteru Centras	<a href="http://www.lpsk.lt">www.lpsk.lt</a>
<b>Luxembourg</b>	
Fédération des Femmes Cheffes d'Entreprises du Luxembourg (FFCEL) a.s.b.l. Détail	<a href="http://www.ffcel.lu">www.ffcel.lu</a>
<b>Malta</b>	
Foundation for women entrepreneurs	<a href="http://www.women.org.mt">www.women.org.mt</a>
Malta Association of Women in Business	<a href="http://www.mawb.org">www.mawb.org</a>
<b>Netherlands</b>	
Federatie Zakenvrouwen	<a href="http://www.federatiezakenvrouwen.nl">www.federatiezakenvrouwen.nl</a>
UVON - Unie van vrouwelijke ondernemers Nederland	<a href="http://www.uvon.nl">www.uvon.nl</a>

<b>Poland</b>	
Polskie Stowarzyszenie Kobiet Biznesu (Polish Businesswomen's Association)	<a href="http://www.pskb.pl">www.pskb.pl</a>
<b>Portugal</b>	
Associação Portuguesa de Mulheres Empresárias (APME) (Portuguese Association of Women Entrepreneurs)	<a href="http://www.apme.pt">www.apme.pt</a>
Associação das Mulheres Empresárias em Portugal (AMEP) (Association of Women Entrepreneurs of Portugal)	<a href="http://www.amep.pt">www.amep.pt</a>
<b>Romania</b>	
Association for women entrepreneurship development	<a href="http://www.adaf.ro">www.adaf.ro</a>
CAFA - Coalitia Asociatiilor Femeilor de Afaceri (The Business Women Associations Coalition)	<a href="http://www.cafa.ro">www.cafa.ro</a>
National confederation of Romanian women	<a href="http://www.cnfr.ro">www.cnfr.ro</a>
Association for women entrepreneur in Romania	-
Business Opportunities for Women Association	<a href="http://www.asoaf-bow.ro">www.asoaf-bow.ro</a>
ProFemeia Association	-
National employers' organisation of business women of small and medium sized private enterprises	<a href="http://www.pnfaimm.ro">www.pnfaimm.ro</a>
<b>Slovakia</b>	
Top centrum podnikateliek (Top center for women entrepreneurs)	<a href="http://www.podnikatelka.sk">www.podnikatelka.sk</a>
<b>Slovenia</b>	
GIZ Podjetnost (GIS Podjetnost Association)	<a href="http://www.podjetnost.org">www.podjetnost.org</a>
<b>Spain</b>	
FEMENP - Federación Española de Mujeres Empresarias de Negocios y Profesionales (FEMENP-Spanish Federation of Entrepreneurs Women, Business and Professionals)	<a href="http://www.femenp.net">www.femenp.net</a>
OMEGA - Organización de mujeres empresarias y gerencia activa (Organisation for Women Entrepreneurs and Active Management)	<a href="http://www.mujeresempresarias.org">www.mujeresempresarias.org</a>
FEDEPE- Federación Española de Mujeres Directivas, Ejecutivas, Profesionales y Empresarias (Spanish Federation of Women Managers, Executives, Professionals and Entrepreneurs)	<a href="http://www.mujeresdirectivas.es">www.mujeresdirectivas.es</a>
<b>UK</b>	
British Association of Women Entrepreneurs	<a href="http://www.bawe-uk.org">www.bawe-uk.org</a>

<b>Enterprises run by women entrepreneurs (regional level)</b>	
<i>Organisation per country</i>	<i>Website</i>
<b>Spain</b>	
ARAME-Asociación de mujeres empresarias de Aragón (Association of entrepreneur women of Aragón)	<a href="http://www.aragonliberal.es">www.aragonliberal.es</a>
FEDA- Federación de Empresarias y Directivas de Asturias (Federation of Entrepreneurs and Managers Women)	<a href="http://www.asturserver.com">www.asturserver.com</a>
Asociación Española de Mujeres Empresarias de Baleares (Spanish Association of Women entrepreneurs of Islas Baleares)	<a href="http://www.asembaleares.org">www.asembaleares.org</a>
AED Asociación de Empresaris y Directivas de Bizkaia (AED Association of Women Entrepreneurs & Executives of Bizkaia)	<a href="http://www.aednet.net">www.aednet.net</a>
AMECA-Asociación de Mujeres Empresarias de Canarias (Association of Entrepreneur Women of Islas Canarias)	<a href="http://www.empresariascanarias.com">www.empresariascanarias.com</a>
AMEC-Asociación de Mujeres Empresarias de Cantabria (Association of Entrepreneur Women of Cantabria)	<a href="http://www.empresariascantabria.com">www.empresariascantabria.com</a>
ACEE-Associació Catalana d'Empresaries i Executives (Association of Women Entrepreneurs and Managers of Cataluña)	-
Asociación de Mujeres Empresarias de Madrid (Association of Entrepreneur Women of Madrid)	<a href="http://www.empresariascantabria.com">www.empresariascantabria.com</a>
Organización Murciana de Mujeres Empresarias y profesionales	<a href="http://www.omep.es">www.omep.es</a>
Asociación de Mujeres Empresarias y Directivas de Navarra	<a href="http://www.navactiva.com">www.navactiva.com</a>

MEPAR- Asociación de Mujeres Empresarias y profesionales de La Rioja (Association of Women Entrepreneurs and Profesionales of La Rioja)	<a href="http://www.mujeres-empresarias.com">www.mujeres-empresarias.com</a>
ADE-Asociación para el Desarrollo Empresarial, Mujeres Empresarias de Valencia (Association for Business Development, Woman Entrepreneurs of Valencia)	-

## 5.6 Entrepreneurs from ethnic minorities

Ethnic minority entrepreneurship generally refers to enterprises that are connected to a certain group of immigrants. In this study we focus on entrepreneurs with a non-national background as presented in Chapter 3. Not many horizontal business organisations were identified that focus on entrepreneurs with an ethnic background. The business organisations that were found are included in the table below.

Due to focus on horizontal organisations, business organisations focusing on specific groups of ethnic minorities such as black entrepreneurs or gypsies or entrepreneurs originating from specific regions (i.e. Bangladesh, Turkey, Poland, African-Caribbean, Asia) are not all included. Examples of organisations that are not included are the Black Business Association and the Asian Business Association in the United Kingdom and the Association of young Roma's (gipsy's) Amaro Suno in Romania. Also organisations that are active in sub regions are not included here, for example, the Birmingham Asian Business Association.

Two horizontal organisations have been identified; one in Germany and one in France. Membership of these organisations is voluntary and both indicated that they were not a member of a European organisation. Unfortunately it is not possible to describe other characteristics of these organisations in general because only few organisations provided information for this study.

<b>Enterprises run by entrepreneurs from ethnic minorities</b>	
<i>Organisation per country</i>	<i>Website</i>
<b>France</b>	
Association Service Social Familial Migrants (ASSFAM)	<a href="http://www.assfam.org">www.assfam.org</a>
<b>Germany</b>	
Unternehmer ohne Grenzen e.V.	<a href="http://www.unternehmer-ohne-grenzen.de">www.unternehmer-ohne-grenzen.de</a>

## 5.7 Young entrepreneurs

Entrepreneurs may be young in terms of age or in terms of experience. With reference to the former category, studies show that the typical age for setting up a company is between 30-40 years<sup>1</sup>. In this study the age of 40 is used as a guide-

<sup>1</sup> Centre for Enterprise and Economic Development Research (CEEDR) Middlesex University Business School (2000), "Young Entrepreneurs, Women Entrepreneurs, Co-Entrepreneurs and Ethnic Minority Entrepreneurs in the European Union and Central and Eastern Europe"; conducted in association with Department of Marketing, University of Strathclyde, UK; Department of Entrepreneurship and Industrial Policy, University of Lodz, Poland; Institute of Economics, Estonian Academy of Sciences; Department of Economics, University of Macedonia, Greece; Rheinisch-Westfälisches Institut für Wirtschaftsforschung, Germany; <http://ec.europa.eu/enterprise/entrepreneurship/craft/craft-studies/entrepreneurs-young-women-minorities.htm>

line. The horizontal business organisations covering these young entrepreneurs are presented in the table below. In about half of the Member States, business organisations have been identified. There seems to be no relationship between the existence of an organisation and the size of an economy or whether it is an old or new Member State. In addition, there are business organisations covering all (or part of the) enterprises which have special initiatives or departments for young entrepreneurs. For example, Wirtschaftskammer Österreich (WKÖ - Junge Wirtschaft) in Austria, CNA and Confartigianato in Italy (CNA giovani imprenditori respectively Confartigianato giovani imprenditori), and Suomen Yrittäjät in Finland (Suomen Yrittäjät/Nuorten yrittäjien valiokunta - The Federation of Finnish Enterprises/The Committee of Young Entrepreneurs).

When viewing the business organisations, we see that the age of the business organisations differs. Some business organisations are only a few years old whereas others are more than 50 years old. The number of people that the business organisations employ varies from a few to 25 employees. The organisation with 25 employees however has a network of regional representatives. Individual enterprises and entrepreneurs can become members of this organisation. Membership of these business organisations is always voluntary. As only a limited number of organisations provided information needed for this study, it is not possible to describe the organisations regarding among others on how they consult and promote their members, whether they are involved in regional/national policy development and have attention for Europe.

Several organisations reported that they were a member of Jeunes Entrepreneurs de l'Union Européenne (JEUNE) and European Confederation of Young Entrepreneurs (YES<sup>1</sup>). JEUNE is an associate member of UEAPME<sup>2</sup>.

Some of the organisations also have regional offices. For example in Germany 'Die Junge Unternehmer (BJU)' has 10 offices in the Länder<sup>3</sup>. Similarly the Spanish confederation AJE has regional associations in all regions across Spain<sup>4</sup>.

<sup>1</sup> [www.yes.be](http://www.yes.be)

<sup>2</sup> [www.jeune-pme.eu](http://www.jeune-pme.eu)

<sup>3</sup> Schleswig-Holstein, Brandenburg-Berlin, Sachsen-Thüringen, Sachsen-Anhalt, Bayern, Baden-Württemberg, Hessen, Kurpfalz-Saarland-Mittelrhein, Nordrhein-Westfalen and Bremen-Niedersachsen.

<sup>4</sup> Andalucía, Aragon, Asturias, Islas Baleares, País Vasco, Islas Canarias, Cantabria, Castilla-La Mancha, Castilla y León, Cataluña, Extremadura, Galicia, Madrid, Murcia, Navarra, La Rioja, Comunidad Valenciana.

<b>Enterprises run by young entrepreneurs (national level)</b>	
<i>Organisation per country</i>	<i>Website</i>
<b>Denmark</b>	
Young Enterprise	-
<b>France</b>	
Centre des Jeunes Dirigeants d'entreprise (CJD)	<a href="http://www.cjd.net">www.cjd.net</a>
Jeunes Entrepreneurs de France JEF (Young Contractors of France)	<a href="http://www.j-e-f.fr">www.j-e-f.fr</a>
<b>Germany</b>	
Die Jungen Unternehmer -BJU (Association of Young Entrepreneurs)	<a href="http://www.bju.de">www.bju.de</a>
Wirtschaftsjunioren Deutschland e.V. (WJD) (Junior Chamber International, German Chapter)	<a href="http://www.wjd.de">www.wjd.de</a>
<b>Greece</b>	
Federation of Hellenic Associations of Young Entrepreneur O.E.SY.N.E	<a href="http://www.esyne.gr">www.esyne.gr</a>
<b>Hungary</b>	
Ifjú Vállalkozók Magyarországi Szövetsége- Yes for Hungary (Hungarian Association of Young Entrepreneurs)	<a href="http://www.yes.org.hu">www.yes.org.hu</a>
<b>Italy</b>	
L'Unione Nazionale Giovani Imprenditori di Unimpresa	<a href="http://www.unimpresa.it">www.unimpresa.it</a>
<b>Luxembourg</b>	
Fédération des Jeunes Dirigeants d'Entreprise de Luxembourg	-
<b>Netherlands</b>	
Jong Management	<a href="http://www.jongmanagement.nl">www.jongmanagement.nl</a>
<b>Portugal</b>	
Associação Nacional de Jovens Empresários (ANJE)	-
<b>Romania</b>	
Romanian employers of young entrepreneurs	<a href="http://www.ptir.ro">www.ptir.ro</a>
Young Trade Entrepreneurs Association	-
Junior Chamber International Romania	-
<b>Slovakia</b>	
Združenie mladých podnikateľov Slovenska (Association of Young Entrepreneurs of the Slovak Republic)	<a href="http://www.icsk.sk">www.icsk.sk</a>
<b>Slovenia</b>	
Združenje mladih poslovnežev YES (Young Executive Society)	<a href="http://www.infocity.si">www.infocity.si</a>
<b>Spain</b>	
AJE Confederación (Confederación Española de Asociaciones de Jóvenes Empresarios) ((Spanish Confederation of young entrepreneurs associations))	<a href="http://www.ceaie.com">www.ceaie.com</a>
<b>Enterprises run by young entrepreneurs (regional level)</b>	
<i>Organisation per country</i>	<i>Website</i>
<b>Belgium</b>	
VMA - Vlaamse Management Associatie vzw (VMA - Flemish Management Association)	<a href="http://www.vma-be.org">www.vma-be.org</a>

## 5.8 High-growth/high-tech enterprises

High-growth/high-tech enterprises are important for achieving innovation and economic growth. High-growth enterprises can be characterised as enterprises that have experienced an increase in turnover or employment within the last few years. For example, an enterprise may be considered a high-growth enterprise when turnover has increased by 60% or more within three years, the number of employees has increased by 60% or more within three years, and/or the turnover and the number of employees have increased by 60% or more within three



years.<sup>1</sup> High-growth enterprises are however not necessarily high-tech enterprises. High-tech enterprises may use highly innovative and sophisticated production technologies in order to establish a high growth.

There are only a few business organisations identified in which the high-tech/high-growth enterprises are organised. The organisations that have been identified are presented in the table below. These organisations focus on innovation, technology and growth.

The three business organisations are relatively young and small. They are founded in 1989 or later. The number of people they employ varies from 5 to 20. Two of the three organisations have individual entrepreneurs/enterprises as members. Membership is voluntary for these entrepreneurs/enterprises. The interests of the members are promoted in a variety of ways: website, press releases, position papers, conferences and direct contact with politicians. Furthermore, two of the three business organisations indicated that they were active in national/regional policy development and that they participated in official committees at national level. Two of the three also indicate that they were not members of a European organisation. One organisation reported that it was a member of the European Federation of High Tech SMEs<sup>2</sup>. This is an international association, which brings together local high-tech SME clusters and associations.

High-growth/high-tech enterprises	
<i>Organisation per country</i>	<i>Website</i>
<b>France</b>	
Croissance Plus	<a href="http://www.croissanceplus.com">www.croissanceplus.com</a>
Comité Richelieu	<a href="http://www.comite-richelieu.org">www.comite-richelieu.org</a>
<b>Netherlands</b>	
Port4Growth	<a href="http://www.port4growth.nl">www.port4growth.nl</a>

## 5.9 Family businesses

Family businesses can be characterised as businesses where the family, the business and the ownership are intertwined<sup>3</sup>. This is supported by the study 'Overview of Family Business Relevant Issues' that was carried out in 2008, on behalf of DG Enterprise and Industry of the European Commission. Of the enterprises in Europe about 70-80% are family businesses. They provide about 40-50% of employment. As with the European enterprises in general, the family business sector is dominated by SMEs.<sup>4</sup>

<sup>1</sup> [http://www.ondernemerschap.nl/index.cfm/12,html?nxt=ctm\\_publicatie&bestelnummer=A200701&/A200701.pdf](http://www.ondernemerschap.nl/index.cfm/12,html?nxt=ctm_publicatie&bestelnummer=A200701&/A200701.pdf)

<sup>2</sup> [www.hitech-sme.com](http://www.hitech-sme.com)

<sup>3</sup> [http://ec.europa.eu/enterprise/entrepreneurship/craft/family\\_business/family\\_business\\_en.htm#Expert\\_Group](http://ec.europa.eu/enterprise/entrepreneurship/craft/family_business/family_business_en.htm#Expert_Group);  
[http://ec.europa.eu/enterprise/entrepreneurship/craft/family\\_business/family\\_business\\_en.htm](http://ec.europa.eu/enterprise/entrepreneurship/craft/family_business/family_business_en.htm)

<sup>4</sup> Austrian Institute for SME Research, EHSAL - K. U. Brussel and TSE Entre, Turku School of Economics (2008), "Overview of Family Business Relevant Issues", [http://ec.europa.eu/enterprise/entrepreneurship/craft/family\\_business/doc/familybusiness\\_study.pdf](http://ec.europa.eu/enterprise/entrepreneurship/craft/family_business/doc/familybusiness_study.pdf)

In the table below, the horizontal business organisations are presented that focus on family businesses. In about half of the Member States business organisations were identified.

The business organisations presented have mainly been established since 1990s. They are relatively small in terms of number of employees. Most of them employ between 1 and 5 persons. Some have about 20 employees, but this is primarily related to the fact that these organisations have a network of representatives at regional level.

Membership of the business organisations is voluntary and only individual enterprises/entrepreneurs can become a member of these organisations. The organisations mainly promote the interests of their members via their website, conferences and direct contact with politicians. A large part contributes to the policy making process at regional and national level and some of them report that they participate in official and consultation committees.

The majority of these organisations are members of the European Group of Owner Managed and Family Enterprises (GEEF, Groupement Européen des Entreprises Familiales)<sup>1</sup>. Another international network, of which the organisations are a member, is the Family Business Network (FBN). FBN has members in several European Member States<sup>2</sup>.

Some of the organisations also have a network of regional representatives. For example in Germany Die Familieunternehmer (ASU) has offices in each of the 16 Länder<sup>3</sup>. Similarly the Instituto de la Empresa Familiar (IEF) in Spain has regional associations among others in Andalucía, Aragón, Asturias, Islas Baleares, País Vasco, Islas Canarias, Cantabria, Castilla-La Mancha, Cataluña, Extremadura, Galicia, Madrid, Murcia, Navarra and La Rioja.

<b>Family businesses</b>	
<i>Organisation per country</i>	<i>Website</i>
<b>Austria</b>	
FBN Österreich - The Family Business Network	<a href="http://www.fbn-austria.at">www.fbn-austria.at</a>
<b>Belgium</b>	
FBNet Belgium	<a href="http://www.fbnet.be">www.fbnet.be</a>
<b>Bulgaria</b>	
Association of the Family Business	<a href="http://www.fbn-bulgaria.org">www.fbn-bulgaria.org</a>
<b>Denmark</b>	
Familievirksomheder I Danmark	<a href="http://www.fvidk.dk">www.fvidk.dk</a>
<b>Finland</b>	
Perheyritysten liitto ry (the Finnish Family Firms Association)	<a href="http://www.perheyritystenliitto.fi">www.perheyritystenliitto.fi</a>
<b>France</b>	
Association des Moyennes Entreprises Patrimoniales (ASMEP)	<a href="http://www.asmep.fr">www.asmep.fr</a>
FBN France - The Family Business Network France	<a href="http://www.fbn-france.fr">www.fbn-france.fr</a>

<sup>1</sup> [www.geef.org](http://www.geef.org)

<sup>2</sup> [www.fbn-i.org](http://www.fbn-i.org)

<sup>3</sup> Schleswig-Holstein, Mecklenburg-Vorpommern, Brandenburg, Berlin, Sachsen, Sachsen-Anhalt, Thüringen, Bayern, Baden-Württemberg, Hessen, Rheinland-Pfalz, Saarland, Nordrhein-Westfalen, Bremen, Niedersachsen and Hamburg

<b>Germany</b>	
Die Familienunternehmer - ASU (The Association of Family Entrepreneurs - ASU)	<a href="http://www.familienunternehmer.eu">www.familienunternehmer.eu</a>
Stiftung Familienunternehmen	<a href="http://www.familienunternehmen.de">www.familienunternehmen.de</a>
F.B.N. Family Business Network	<a href="http://www.fbn-deutschland.de">www.fbn-deutschland.de</a>
<b>Ireland</b>	
John C Kelleher Family Business Centre	<a href="http://www.ucc.ie/en/mgt/JohnCKelleherFamilyBusinessCentre/">www.ucc.ie/en/mgt/JohnCKelleherFamilyBusinessCentre/</a>
<b>Italy</b>	
Associazione Italiana delle Aziende Familiari (AIDAF)	<a href="http://www.aidaf.it">www.aidaf.it</a>
<b>Netherlands</b>	
FBNed - Vereniging Familiebedrijven Nederland (FBN Netherlands)	<a href="http://www.fbned.nl">www.fbned.nl</a>
<b>Poland</b>	
Biznes Rodzinny (Family Business)	<a href="http://www.biznesrodzinny.pl">www.biznesrodzinny.pl</a>
Inicjatywa Firm Rodzinnych (Family Enterprises Initiative)	<a href="http://www.firmyrodzinne.pl">www.firmyrodzinne.pl</a>
BNI Polska	<a href="http://www.bnipolska.pl">www.bnipolska.pl</a>
<b>Portugal</b>	
Associação Portuguesa das Empresas Familiares (APEF) (Portuguese Family Business Association)	<a href="http://www.mepresasfamiliares.pt">www.mepresasfamiliares.pt</a>
<b>Slovenia</b>	
Zavod - META (Non-profit institute for development of family and female entrepreneurship)	<a href="http://www.zavod-meta.org">www.zavod-meta.org</a>
<b>Spain</b>	
Instituto de la Empresa Familiar (IEF)	<a href="http://www.iefamiliar.com">www.iefamiliar.com</a>
<b>Sweden</b>	
The Family Business Network Sweden (FBN Sweden)	<a href="http://www.fbn-sweden.se">www.fbn-sweden.se</a>
<b>UK</b>	
Institute for Family Business	<a href="http://www.ifb.org.uk">www.ifb.org.uk</a>



## 6 Conclusions and recommendations

### 6.1 Conclusions

In this study several hundred business organisations have been identified that cover SMEs in general and/or specific categories such as craft enterprises, cooperatives and social economy enterprises, family businesses, high-growth/high-tech enterprises, women entrepreneurs, young entrepreneurs and entrepreneurs with an ethnic background.

In order to collect information on these organisations and their activities, an Internet survey was held and organisations were contacted personally. In the following sections several characteristics of the organisations that answered the questionnaire are presented. These characteristics provide more insight into the type of organisations that are involved in policy and how they and their members are or can be involved. The characteristics as described here are based on information that has been provided by the business organisations themselves<sup>1</sup>.

#### 6.1.1 General information

This section describes some general characteristics of the business organisations that are presented in the report. The characteristics discussed are, among others: age, number of employees, activities, members and finance.

##### *Age*

The organisations presented in the report vary in age. Some state that they are more than 175 years old whereas some are only 1 or 2 years old. About half of the organisations have been established since 1989. The older organisations are often situated in the EU-15 whereas the ones set up more recently more often are located in the EU-12. Also the older organisations more often indicate that they have more employees.

The organisations covering SMEs in general, craft enterprises, cooperatives and social economy enterprises are on average<sup>2</sup> older than the organisations covering young entrepreneurs, women entrepreneurs, entrepreneurs with an ethnic background and high-growth/high-tech enterprises. This is not surprising. In many countries, especially the old Member States, there is a long history of SME (and sometimes craft) organisations. They have paved the way for lobbying for the interest of SMEs (and crafts) in policy making. Only during the last two decades has a tendency developed to establish organisations that bring together specific

<sup>1</sup> The information presented is based on information provided by the business organisations themselves. The answers therefore may not necessarily be correct. Some business organisations have a tendency to present themselves as more important. Furthermore, not all business organisations filled out the questionnaire properly. This may be because they do not wish to provide this information for political reasons or simply because the respondent did not know or did not have the time to look up the correct information. In addition, it should be taken into account that the list of organisations presented is not exhaustive.

<sup>2</sup> What we are comparing here are, in fact, not averages (the mean) but medians. In this case the median is a better measurement than the mean, due to the big differences between the magnitudes of the observations. See Table 2.

groups of enterprises, like women entrepreneurs, and to defend their specific interest.

#### *Number of employees*

The smallest organisations have 1 employee whereas some have more than 2,000 employees. About half of the organisations have less than 12 employees. These are mainly business organisations covering the categories of family business, social enterprises, women entrepreneurs, young entrepreneurs and entrepreneurs with an ethnic background. The organisations covering SMEs in general are the category with the largest average number of employees, which is logical, given the number of enterprises they represent.

The business organisations indicate that on average, 5/7 of their employees are specialised in issues specifically related to SMEs. Larger organisations indicate more often that they have employees specialised in SME related issues. Few organisations have no employees specialised in SMEs whereas about 2 in 5 organisations indicate that all its employees are focused on SMEs. This is not surprising considering the vast majority of organisations identified in this study are SME organisations. Some organisations may not have employees specifically focusing on SMEs because they e.g. represent the interests of a specific group e.g. women entrepreneurs (including SMEs).

#### *Activities*

In the survey the organisations were asked about the policy issues the employees specialised in SMEs focus on. The organisations provided different types of answers ranging from activities that they perform to specific fields in which they provide support to SMEs. Unfortunately, a limited number of enterprises provided information. As a result no conclusions can be drawn into detail.

The organisations that did provide information perform a range of activities to promote the interest of their members and support their members. This includes among others: political lobbying, participation in fairs/exhibitions, networking, fostering co-operation and the exchange of information between members, participating in business delegations, providing education and training, counselling and performing research i.e. analysis of the development of the industry and focusing on best practices. Specific fields that were mentioned in which they provide support to SMEs are: export, business transfer or take-over, starting a business, access to finance, tax policy, social security, environmental laws, health and safety laws, work rights, innovation and technology. In addition, some also focus on more general issues such as reducing administrative burden, simplification of regulation and labour market.

#### *Finance*

About 95% of the business organisations receive their finance from membership fees. Around one-third obtains their income other than membership fees from selling products/services and two-seventh from subsidies from national/regional governments. The organisations covering SMEs in general and the organisations covering craft enterprises indicate a greater than average income from selling products and services. Organisations that have more employees also mention more often income from the sale of products and services. The organisations in

the old Member States indicate more often the receipt of a subsidy from national or regional governments. Also organisations active at regional level<sup>1</sup> mention more often that they receive a subsidy. Other income sources are: European funds, donations, sponsoring and participation in projects.

#### 6.1.2 Membership/coverage

Organisations may have different types of members: only business organisations, only individual enterprises/entrepreneurs and both enterprises and business organisations. Of the organisations presented approximately one in seven has only business organisations as member. Only about half have individual enterprises as members whereas one third of the organisations have both individual enterprises and business organisations as member.

The organisations covering family businesses, high-growth/high-tech enterprises, young entrepreneurs and women entrepreneurs more often report that they have only individual enterprises/entrepreneurs as member.

The number of members of the organisations that only have business organisations as member varies from approximately 4 to 200. The number of organisations these organisations indirectly represent varies from 50 to more than 362,000. When looking at the organisations that only have individual enterprises/entrepreneurs as member, the number varies from 3 to more than 920,000.

The majority of the organisations have voluntary membership. Some of these organisations are (very) small. The organisations with compulsory membership are by definition large with a high number of members. The majority of the organisations with compulsory membership are a chamber of commerce and chamber of craft.

When viewing the share of enterprises that is covered by the organisations, some indicated that they cover all the enterprises that are active in the category they represent. This may be related to the fact that their membership is compulsory. This is especially the case for organisations representing SMEs in general.

About three quarter of the members of the organisations are micro and small enterprises. The total number of jobs that are provided by the members of the organisations ranges from 15 to more than 10 million. Half of the organisations indicate that their members provide more than 75,000 jobs in total. Evidently, the organisations covering SMEs in general provide on average more jobs compared to organisations covering women entrepreneurs, young entrepreneurs, entrepreneurs with an ethnic background and high-growth/high-tech entrepreneurs.

It is worthwhile mentioning here that as enterprises may be a member of more than one organisation, it's difficult to state something on the *total* number of enterprises and jobs covered by the organisations identified. The number of enterprises and jobs they represent may be subject to double counting. For example a small bakery in the Netherlands in Amsterdam that is a member of the 'Winkeliersvereniging Amsterdam Rijnstraat' (retail association Amsterdam Rijnstreet).

<sup>1</sup> Organisations active at regional level were investigated in Belgium, Germany, Spain and the UK.

This is one of the 400 local and regional entrepreneurs' associations that are member of the Royal Association MKB-Nederland (SME-Netherlands). At the same time this bakery may be a member of the national bakers' association, which is also a member of MKB Nederland. This enterprise has also been - mandatory- registered at the Amsterdam Chamber of Commerce, which is a member of the Dutch Association of Chambers of Commerce (VVK). The entrepreneur may, for instance, also be a member of an association for young entrepreneurs or female entrepreneurs.

#### *6.1.3 Consultation and promotion*

Business organisations use several instruments to consult their members and to promote their interests.

##### *Consultation*

The business organisations presented consult their members in several ways. The instruments most used are consultation via internet (2 out of 3) and setting up advisory committees in which their members participate (2 out of 3). Half also mentions the use of business panels. Organisations covering SMEs in general and high-growth/high-tech enterprises indicate an above average use of advisory committees and business panels. Also organisations covering social economy enterprises and craft enterprises more often mention the use of advisory committees to consult their members. Organisations employing more people more frequently indicate that they use business panels. Other ways in which organisations consult their members are: conferences/congresses, workshops, direct consultation via phone or e-mail or company visits.

##### *Promotion*

The organisations mainly promote the interests of their members via the website (9 out of 10), conferences (8 out of 10), direct contact with politicians (8 out of 10), press releases/campaigns (8 out of 10), newsletters (7 out of 10), position papers (6 out of 10), and magazines (5 out of 10). The table below indicates, per tool, with a plus or minus whether the organisations covering a certain category of enterprises uses certain tools more or less than average. The organisations covering SMEs in general mention more than average the use of press releases/campaigns, newsletters, position paper, magazines and direct contact with politicians. Organisations covering women entrepreneurs, entrepreneurs with an ethnic background and family business mention the use of these tools less than average.



Table 1 Use of promotion tools

	<i>Direct contact politicians</i>	<i>Press re- lease/ campaign</i>	<i>Newsletter</i>	<i>Position paper</i>	<i>Magazines</i>
SMEs in general	+	+	+	+	+
Social economy enterprises	+	-	+	+	-
Craft enterprises	+	+	+/-	+	+
Women entrepreneurs	-	-	-	-	-
Entrepreneurs with ethnic background	-	-	-	-	-
Young entrepreneurs	-	+	+/-	-	+/-
High-tech/high-growth enterprises	+/-	+	-	+	-
Family business	-	-	-	-	-

*Note: This data only includes the promotion tools that differ significantly per category.*

*Note: A '+' refers to a more than average use of a specific promotion tool. Similarly '-' refers to a less than average use of that promotion tool by the target group.*

*Source: EIM Business & Policy Research*

Organisations in the old Member States use position papers and magazines more than organisations in the new Member States to promote their interests. This is also the case with the organisations having more employees. In addition the business organisations also mention the website, press releases/campaigns and newsletters more than average.

Other ways of promoting the interests of their members are performing interviews on radio or TV, participation in panel discussions, direct contact with trade unions and the use of reports. In the reports for example information can be included on the group of enterprises they represent regarding the importance and the challenges faced by this group.

#### 6.1.4 Involvement in policy making

In this section the following items are discussed regarding the involvement of organisations in policy at *national* and *European* level: development of collective agreements, developing/influencing policy, participation in official committees and standardisation committees, whether the organisation has an EU policy advisor or team focused on EU policy, whether the organisation has an office in Brussels and whether it is a member of a European organisation.

##### 6.1.4.1 National level<sup>1</sup>

#### *Involvement in collective agreements*

About half of the organisations are involved in the development of collective agreements. The organisations covering SMEs in general, social economy enterprises and craft enterprises indicate that they are involved more than the aver-

<sup>1</sup> For organisations in Germany, Spain, Belgium and the UK: also regional level.

age. Also the organisations having more employees are more often involved in the development of the collective agreements.

#### *Involvement in developing/influencing policy*

The majority of organisations (9 out of 10) indicate that they are involved in developing and/or influencing policy at regional or national level. Organisations having more employees indicate that they are involved in developing/influencing policy more than the average.

#### *Participation in committees/commissions*

In this study both national organisations in the 27 European Member States as well as regional organisations in 4 countries (Belgium, Germany, Spain and the UK) are examined. Several organisations participate in official committees and/or commissions and/or standardisation committees. Below the information is provided for the organisations that indicated to be mainly active at national level.

When viewing the organisations active at national level, on average somewhat more than half of the organisations participate in official committees or commissions at regional level. About half of the organisations participate in 1 to 10 committees.

At national level, a large number of the national organisations participate in official committees or commissions. The number of committees in which they participate here varies from 1 to more than 150. About half of the organisations participate in 1- 5 committees.

About 3 out of 8 of the national organisations indicate that they participate in a standardisation committee at national level. The number of standardisation committees mainly varies from 1 to 25. About half of the national organisations participate in 1 to 2 standardisation committees.

The organisations covering SMEs in general, craft enterprises and high-tech/high-growth enterprises indicate that they participate in official committees and/or standardisation committees at regional and national level above the average level. The organisations covering social economy enterprises indicate that they participate more in official committees and/or commissions at national level. Participation is also higher among the organisations having more employees.

When viewing the regional organisations, not surprisingly they tend to participate more often in regional committees or commissions and less in national committees or commissions compared to the national organisations.

#### *6.1.4.2 European level*

##### *Participation in committees/commissions*

At European level, about half of the national organisations participate in an official committee or commission<sup>1</sup> whereas one in seven participates in a standardi-

<sup>1</sup> Please note that these are committees or commissions as defined by the respondents and not necessarily advisory committees in the institutional sense ('EU comitology').

sation committee. The number of official committees at European level varies mainly between 1 and 60. Half of the national organisations participate in 1 or 2 committees at European level. The number of standardisation committees in which the organisations participate ranges mainly from 1 to 5 committees, but only half participates in 1 committee.

The national organisations covering SMEs in general and high-tech/high-growth enterprises indicate that they participate in official committees and/or commissions at European level more than the average. In addition, organisations having more employees, more often participate in a commission or committee.

As can be expected, when viewing the regional organisations they indicate to participate less often in European committees or commissions compared to the national organisations.

#### *EU policy advisor or team with a focus on EU policy*

More than half of the organisations report that they have a policy advisor or a team focused on EU policy. This number is higher for the organisations located in the old Member States and for the organisations having more employees. Similarly the organisations covering SMEs in general and craft enterprises report greater than average provision of an EU policy advisor or team. This may be related to the fact that the organisations in these categories are, on average, somewhat larger in terms of employees.

#### *Office in Brussels*

Of the organisations presented in this report, about a quarter has a permanent office in Brussels. Among the organisations located in the old Member States and organisations having more employees this proportion is higher. Also the organisations covering SMEs in general report above average provision of an office in Brussels. As mentioned above this may be related to the fact that the organisations in the category SMEs in general are usually larger in terms of employees.

#### *Member European organisation*

A large part (5 out of 7) of the organisations is member of a European organisation. This proportion is higher among organisations covering SMEs in general, social economy enterprises and young entrepreneurs. Also the organisations with more employees often indicate that they are a member of a European organisation.

### **6.1.5 Summary overview**

In the following table some major characteristics of the organisations described in the previous sections have been summarised. The data are presented by category of enterprise.

Table 2 Median\* of some characteristics of organisations in the database\*\*

Organisations representing:	Age of the organisation	Number of employees in 2007	Percentage of employees specialised in SMEs	Percentage of organisations with voluntary membership	Percentage of organisations financed from membership fees	Percentage of organisations receiving government subsidy	Jobs represented by the organisation's members	Number of enterprises represented by the organisation	Number of direct members: only enterprises, entrepreneurs	Percentage of organisations with EU policy advisor or team
SMEs in general	34	32	61	95	95	19	300,000	14,000	4,000	65
Craft enterprises	47	15	63	83	96	42	70,000	15,000	2,500	56
Social economy enterprises	20	6	60	97	95	41	16,000	1,100	170	46
Family businesses	9	3	100	87	87	7	150,000	670	150	27
High-growth/ high-tech enterprises***	14	9	100	100	100	25	21,000	6,000	310	0
Women entrepreneurs	13	3	100	100	97	31	1,100	200	120	34
Young entrepreneurs	11	6	100	92	91	36	300	625	1,500	55
Entrepreneurs with an ethnic background****	15	7	100	100	100	40	12,300	8,000	200	20

\* In this case the median is a better measurement than the mean, due to the big differences between the magnitudes of the observations.

\*\* Please note that the sample is not representative (it only covers those organisations that were willing to complete the questionnaire) and that the answers are provided by the business organisations themselves. Therefore these numbers should be interpreted with care.

\*\*\* There are only 3 organisations in this category that responded to the questionnaire.

\*\*\*\* There are only 2 organisations in this category that responded to the questionnaire.

## 6.2 Recommendations

The recommendations following the conclusions of this study are structured along the following four aspects:

- Great variety of organisations;
- Type of membership;
- Double counting;
- The database.

### *Great variety of organisations*

As described in the previous section there is a great variety of horizontal business organisations active in the European Union.

In case the European Commission would like to consult as many stakeholders as possible in a certain category, it depends which category it concerns whom to approach. SMEs and craft enterprises are best represented at *European<sup>1</sup> and national* level. Cooperatives and social economy enterprises are reasonably well represented at European and national level. So, by approaching UEAPME, Eurochambres, ESBA, BUSINESSEUROPE, CECOP and/or their national member organisations, the Commission is reaching indirectly a large part of all SMEs, craft enterprises and cooperatives.

Other categories like women entrepreneurs, ethnic minority entrepreneurs, young entrepreneurs, high growth/high-tech businesses, and family owned businesses are less well represented at European and national level<sup>2</sup>. Hence, when approaching the respective European and national business organisations for that specific category, the Commission should be aware that, for most countries, only part of the population in that specific category is reached. These organisations can also be consulted by approaching the European or national SME and craft organisations.

For the different categories, there is a wide variety of *national* (and regional) business organisations representing the enterprises. They range from very small to very large. Some are very experienced and professional in defending the interest of their members and very well informed about their needs; others are rather young and still learning. Some have mainly individual enterprises as member, others are umbrella organisations. Hence, the Commission should take into account the various characteristics of the business organisations when approaching them. There is no standard approach or procedure possible, it should be tailor-made.

By approaching national business organisations the European Commission should be aware that some organisations typically have only national objectives, whereas others are open to international information, cooperation, support, policymaking, etc. National or regional organisations of women or young entrepre-

<sup>1</sup> Representativeness of business organisations at European level has not been subject of this study. In 2003 however a study was carried out for DG Enterprise on this subject.

<sup>2</sup> Although 85% of the national organisations for young entrepreneurs and 68% of those for family businesses, included in this study, are a member of a European organisation, one may not conclude that these categories of enterprises are well represented at European level, as the number of organisations identified is much lower than 27.

neurs for instance are often mainly set up to offer their members a regional or national network: doing business together, learning from each other, etc. Such organisations have not primarily been set up to lobby or to participate in policy-making. Hence they will be less receptive to European information and less willing to provide information to European institutions.

Apart from differences between organisations across countries, the Commission should also take into account *country differences*. In some countries many more organisations of some categories of enterprise exist than in others. This is not always related to the size of the country or whether it concerns a new or old Member State. It is merely something to do with social, political and historic factors. In some countries, over the years, a process of increased cooperation between business organisations has been going on, often leading to mergers. Such organisations differed in terms of religious background, language, ethnic background, etc. In other countries the different organisations still exist. This phenomenon has to be taken into account when approaching business organisations.

Given the great variety of business organisations, there is room for a learning process: some organisations are so well developed and experienced that they may offer their knowledge and experience to other organisations. There is no need to reinvent the wheel: exchange of good practices on how to communicate with the Commission would be a good idea.

Categories of enterprises that are not so well represented by national business organisations (e.g. women entrepreneurs, ethnic minority entrepreneurs, young entrepreneurs, high growth/high-tech businesses, and family owned businesses) might also be reached in other ways, e.g.:

- The website of the Commission;
- The local contact points of the Enterprise Europe Network;
- Conferences, workshops, etc.;
- Brochures, magazines;
- National press (television, newspapers).

DG Enterprise and Industry is giving special attention to *very small enterprises*, the ones with less than 10 employees. For the communication between DG Enterprise and the business organisations it is important to assess to what extent the organisations also represent these micro firms. Overall 50-55% of the membership of the business organisations that responded to the survey are micro firms, and 75% are micro plus small. Although micro firms count for about 90% of all enterprises in the EU, it is not realistic to expect many self-employed<sup>1</sup> to be a member of a business organisation. So, in general the micro enterprises can reasonably well be reached by approaching the business organisations; however, there are of course differences between countries and categories of business organisations.

One of the findings of this study is that about 25% of the business organisations that responded to the survey receive subsidies from national and/or regional governments. When approaching these business organisations, the Commission

<sup>1</sup> About half of all enterprises in the EU have no employees at all, i.e. they are self-employed people.

should take this fact into account that usually this group of organisations may have more means (time, money) to communicate with the Commission compared to those that are not subsidized.

#### *Type of membership*

The type of membership differs between organisations. On the one hand, there are organisations from which only business organisations can become a member, while on the other hand there are organisations from which only individual enterprises can become a member. Also, organisations have been identified from which both business organisations and individual enterprises can become a member. Another major distinction between organisations representing enterprises is whether membership is compulsory or not. If membership is voluntary, members are in general relatively well committed to the membership organisation<sup>1</sup>, and if they are not happy with the services offered (in relation to the membership fee), they can simply resign their membership. In case of compulsory membership, the situation differs between countries. In some countries the organisation (e.g. a chamber of commerce) has been able to organise itself in such a way that the services offered are welcomed by its members. In that case members show a relatively positive commitment. In other countries however, members are complaining about the services offered and the compulsory fee they are paying. In that case the commitment of members is relatively low and it would not be very useful to approach or consult enterprises via such an organisation. Hence, these distinctions between business organisations have to be taken into account by the Commission.

#### *Double counting*

As mentioned before, there is often a considerable overlap between the memberships of organisations: an individual craftsman may at the same time be a (voluntary or compulsory) member of:

- The regional plumbers' association (which is a member of the national plumbers' association);
  - The national association of young entrepreneurs;
  - The local craft chamber (which is a member of the national craft association).
- Such overlaps should be taken into account when assessing membership numbers of business organisations.

#### *The database*

In order to involve as many business stakeholders as possible in the consultation process<sup>2</sup>, it is important for the Commission to have at its disposal a database of national organisations representing SMEs, cooperatives and social economy enterprises, craft enterprises, women entrepreneurs, ethnic minority entrepreneurs, young entrepreneurs, high growth/high-tech businesses, and family owned businesses. To that end the database constructed for this study should be

<sup>1</sup> Voluntary membership does not always mean that individual enterprises are easier reached, as this among others also depends on the levels of the organisation (i.e. umbrella organisation versus direct voluntary membership of individual enterprises/entrepreneurs).

<sup>2</sup> See paragraph 7.1.2 of the Recommendations of the Final Report of the Expert Group: Consultation with Stakeholders in the Shaping of National and Regional Policies Affecting Small Business, Best Procedure Project, European Commission, DG Enterprise and Industry, October 2005.

updated and complemented on a regular basis. This is not an easy task, as the willingness of business organisations to provide the necessary information has not been impressive<sup>1</sup>. Perhaps the aim should not be to make the database complete but rather focusing on business organisations that are willing to cooperate. It would also help if the Commission could explain to the business organisations 'what is in for them': why can inclusion in the database also help the business organisations?

When using, updating and supplementing the aforementioned database, the Commission should be aware of the fact that not all business organisations are able and/or willing to provide the necessary information. Reasons include: no time (i.e. not a priority), information cannot easily be retrieved, and information is considered as confidential. Even if the information is submitted, there are reasons to be cautious: some business organisations are, for instance, inclined to overestimate the extent to which they represent a certain category of enterprise. But also in our study some questions have been poorly answered despite the assurance that all information provided would be treated confidentially.

<sup>1</sup> For this study more than 700 business organisations were invited to participate in the Internet survey. Three reminders were sent out and afterwards the non-responding organisations were approached personally.



## ANNEX I Regional level specified

### Belgium

- 1 Vlaams Gewest/Région Flamande
- 2 Brussels Hoofdstedelijk Gewest/Région de Bruxelles-Capitale
- 3 Région Wallonne/Waalse Gewest

### Germany

- 1 Schleswig-Holstein
- 2 Mecklenburg-Vorpommern
- 3 Brandenburg
- 4 Berlin
- 5 Sachsen
- 6 Sachsen-Anhalt
- 7 Thüringen
- 8 Bayern
- 9 Baden-Württemberg
- 10 Hessen
- 11 Rheinland-Pfalz
- 12 Saarland
- 13 Nordrhein-Westfalen
- 14 Bremen
- 15 Niedersachsen
- 16 Hamburg

### Spain

- 1 Andalucía
- 2 Aragon
- 3 Asturias
- 4 Islas baleares
- 5 País Vasco
- 6 Islas canarias
- 7 Cantabria
- 8 Castilla-La Mancha
- 9 Castilla y León
- 10 Cataluña
- 11 Extremadura
- 12 Galicia
- 13 Madrid
- 14 Murcia
- 15 Navarra
- 16 La Rioja
- 17 Comunidad valenciana

### United Kingdom

- 1 England
- 2 Northern Ireland
- 3 Scotland
- 4 Wales



## ANNEX II List of INSME partners involved

### International Network for SME studies: INSMES

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